

ACQUISITION ADVISORY PANEL

Meeting Minutes

July 12, 2005

The Auditorium, Federal Deposit Insurance Corporation (FDIC)

Washington, D.C.

The Acquisition Advisory Panel (AAP) convened its eighth meeting on July 12, 2005 in the auditorium at the Federal Deposit Insurance Corporation (FDIC), Washington D.C. Ms. Marcia Madsen, Chair of the Acquisition Advisory Panel, opened the meeting at approximately 09:05 AM.

The Chair welcomed everyone to the meeting and noted a very full agenda with briefings from both industry and government on topics related to interagency vehicles, mentor protégé programs and franchise funds. Ms. Madsen stated that, in addition, the Panel is experimenting with a new forum, a mini-panel that is comprised of both industry and government experts to encourage dialogue. The Chair noted that the topic for today's mini-panel is performance-based service contracting.

The Chair briefly reviewed the schedule and dates for the upcoming public Panel meetings: July 27th in Long Beach, CA and August 18th at the FDIC auditorium in Washington, D.C. Ms. Madsen asked Laura Auletta, the Designated Federal Officer (DFO), to call the roll. The following Panel members were present:

Frank J. Anderson, Jr.
Allan V. Burman
Carl DeMaio
David A. Drabkin
Jonathan Lewis Etherton
James A. (Ty) Hughes, Jr.
David A. Javdan
Deidre A. Lee
Thomas Luedtke
Marcia G. Madsen
Joshua I. Schwartz
Roger D. Waldron

The following Panel members were not in attendance:

Louis M. Addeo
Marshall J. Doke, Jr.

The guest speakers and their affiliation were as follows:

<u>Presenter</u>	<u>Affiliation</u>	<u>Attachment</u>
Mr. Roger D. Waldron	General Services Administration (GSA)	Attachment 1
Mr. Joe Johnson	Defense Acquisition University (DAU)	Attachment 2
<i>Mentor Protégé Program</i>		Attachment 3
Mr. Michael Mutek Mr. Paul Lovelady Ms. Barbara Osborn	Raytheon Corporation (Intelligence & Info Systems)	
Mr. Joe Diaz	Miratek Corporation	
<i>Performance-Based Service Contracting Panel</i>		
Ms. Ronnie Rogin	Consultant/Acquisition Solutions	
Ms. Barbara Kinosky	Centre Consulting & Centre Law	Attachment 4
Mr. Brian Jones Ms. Linda Dearing	U.S. Coast Guard	
Mr. Timothy Malishenko	Boeing Company	
Mr. Martin Davis Ms. Karen Blum Mr. Michael Cundiff	Department of the Treasury Franchise Fund	Attachment 5

The Chair introduced the first guest speaker, Mr. Roger Waldron. Ms. Madsen noted that Mr. Waldron is a member of the Panel and thanked him for volunteering to provide an overview of GSA’s multiple award schedule (MAS) and government-wide acquisition contracts (GWAC) programs. Ms. Madsen stated that Mr. Waldron is currently the Director for the Acquisition Management Center for Federal Supply Service (FSS) at GSA. Mr. Waldron thanked the Chair for the invitation and welcomed comments and questions throughout his presentation. Mr. Waldron discussed an overview of the Federal Supply Schedule Program, including its authorities and regulations. Mr. Waldron clarified “most favored customer” pricing and noted that the objective in a MAS negotiation is to receive prices that are equal to or better than what a company’s best customer with comparable requirements receives.

He said that MAS sales have increased from \$5.6B in FY97 to over \$31B in FY04. Mr. Waldron also provided the Panel with FY04 percentage information on small business sales (37.1%) and number of contract awards (79.6%). He provided clarification on the two types of ordering procedures for services, namely, those that require a Statement of Work (SOW) and those that do not. Mr. Waldron briefly discussed the National Defense Authorization Act for FY 2002, specifically noting that Section 803 has an additional requirement for Department of Defense (DoD) on orders exceeding \$100,000. Mr. Waldron described several other MAS issues, including the establishment of MAS Blanket Purchase Agreements (BPAs), price reductions, credit for small business awards, and the industrial funding fee of .75%. Mr. Waldron provided the website addresses for various GSA e-tools including training (<http://www.fsstraining.gsa.gov>), on-line shopping (<http://www.gsaadvantage.gov>) and the electronic solicitation posting system known as e-Buy (<http://www.gsa.gov/ebuy>). He overviewed the GWAC program, specifically the definition and use of fair opportunity and current GSA GWACs. Mr. Waldron provided information on the sales and usage by agency, noting that DoD is the largest customer. Mr. Waldron concluded his presentation by stating that the intent of GSA's MAS and GWAC is to leverage the government's buying power using a simplified process to obtain the required goods and services at the "most favored customer" price. Mr. Waldron entertained questions from Panel members.

Panel Chair Marcia Madsen and Panel members David Drabkin, Carl DeMaio, Joshua Schwartz, Frank Anderson, Ty Hughes and Deidre Lee asked several questions regarding the ordering procedures and processes used by GSA. These included negotiating and obtaining volume discounts, use of most favored customer pricing, types of contract vehicles, use of past performance and the *bonafide need* rule for obligating funds. In addition, there was much discussion of the acquisition workforce, including the need for consistent policies and training on interagency vehicles, as well as additional resources for increasingly complex work.

The Panel Chair, Ms. Madsen, thanked Mr. Waldron for his excellent presentation and insights on interagency vehicles.

Ms. Madsen introduced the second speaker, Mr. Joe Johnson, Director of Strategic Planning, Defense Acquisition University (DAU). Mr. Johnson thanked the Panel for the invitation, and encouraged comments and questions throughout his presentation. He stated that he was presenting only on the results of the "1999 Future Acquisition and Technology (A&T) Workforce" study which was directed by Section 912 of the National Defense Authorization Act for FY 1998. Specifically, it directed the Secretary of Defense to submit to Congress an implementation plan to streamline acquisition organizations, workforce and infrastructure. Mr. Johnson noted that many study groups were formed to address different issues, such as training, functional competencies and hiring and retiring issues. Mr. Johnson stated that in order to depict the future environment, DAU needed to look at global trends and specific reforms. He provided some global trend examples including a smaller workforce, older workforce, commercial business orientation and knowledge management. Similarly, he gave examples of emerging acquisition practices including competitive sourcing, integrated paperless acquisition and performance-based

contracting. Mr. Johnson stated that the future acquisition workforce must be prepared to implement acquisition and logistics reforms and new practices, including conducting market research and operating more effectively in a commercial environment. Mr. Johnson provided an overview of the DoD A&T workforce competencies, both universal and functional. He provided an explanation of the proposed A&T three-tier Universal Competency Model to include entry, mid-level and senior level employees. Mr. Johnson stated that the study looked at various functional categories including program management, contracting, auditing, and test and evaluation. He stated that there were common themes among the functional competencies including, but not limited to, commercial practices, market research, cost as an independent variable and supply chain management. It was recommended, he noted, that these core competencies be captured in an interactive database that links future trends, functions and competencies. Mr. Johnson stated that one of the recommendations was that a senior steering group should be assembled to analyze current and future functional competencies to determine gaps and identify current competencies that can be eliminated. He provided an overview of the recommendations on developing the workforce and hiring and retiring, including decentralized implementation of education, training, rotational assignments, intern and co-op programs, and use of term hire. Mr. Johnson summarized the recommendations and stated that a copy of the complete report is located on the DAU website. Mr. Johnson opened up the floor for questions from Panel members.

Panel Chair Marcia Madsen and Panel members Allan Burman, Carl DeMaio, David Javdan, Ty Hughes, David Drabkin, and Jonathan Etherton asked several questions regarding the types of competencies, skills, and resources required for the current and future workforce, specifically, the importance of leveraging and preparing the current acquisition workforce to effectively and efficiently meet the workload demands. In addition, the importance of human capital planning was addressed and discussed at length as an essential requirement to plan for future workforce needs. The Panel also asked several questions on the use of contractor support, specifically, increasing reliance on contractor support, impact of contractor support on inherently governmental functions, and conflicts of interest and ethical issues surrounding this topic.

The Chair thanked Mr. Johnson for his presentation. Ms. Madsen asked if Mr. Johnson would be willing to speak to the Acquisition Workforce Working Group to provide some additional insights and recommendations on improving the core competencies of the workforce. Mr. Johnson stated he would be glad to support the Panel in the future. Ms. Madsen then called for a ten-minute recess.

The Panel Chair reconvened the meeting at 10:55 AM. Ms. Madsen introduced the next several speakers including, from Raytheon Intelligence and Information Systems (IIS), Mr. Michael Mutek, Vice President and General Counsel; Paul Lovelady, Vice President of Supply Chain Management; Barbara Osborn, Supplier Diversity Leader and Small Business Liaison Officer, and from Raytheon's Protégé company, MIRATEK Corporation, Mr. Joe Diaz, Founder (CEO) and President. The presentation focused on the successful partnership which was developed through the Mentor-Protégé program. Mr. Mutek provided a brief overview of Raytheon IIS Corporation, including its major locations,

product and service lines, employee and revenue information. Mr. Diaz provided an overview of his corporation, its mission, current customers and current contracts. Ms. Osborn gave the Panel a background on the DoD Mentor-Protégé Program, including the roles of the mentor and the protégé. Ms. Osborn stated that Raytheon IIS has been a mentor in the program since 1996, and provided a brief history of the various protégé agreements over the past several years. She noted that, to date, Raytheon and its legacy companies have 28 mentor-protégé agreements and have won 12 DoD Nunn-Perry Awards. Ms. Osborn also stated that in addition to MIRATEK, their other team members include the University of Texas at El Paso (minority institution) and the National Geospatial-Intelligence Agency (sponsor). Mr. Diaz discussed in detail the areas of developmental assistance that Raytheon, as mentor, has provided to his company, including assisting with proposal development and providing training for high-end systems and hardware development. Mr. Diaz discussed other MIRATEK enhancements including information technology, remote sensing, general business management and business development and networking opportunities. He stated that his company has grown significantly in size and revenue since the start of their mentor-protégé agreement with Raytheon and that he is now providing similar assistance to smaller 8(a) businesses to aid in their development. Mr. Lovelady emphasized the importance of having a firm commitment from senior leadership to the Mentor-Protégé Program. He added that it is also critical to have open communication, synergy and a trusting relationship between the mentor and the protégé. Mr. Lovelady concluded by stating that the primary purpose of the Program is to foster a long-term business relationship and enhance capabilities, and added that it is a “win-win-win” for the protégé, mentor and the customer. The representatives entertained questions from the Panel members.

The Panel Chair and Panel members Jonathan Etherton, David Javdan, Deidre Lee and Allan Burman asked questions regarding the overall benefits and significant challenges of the Program for both the Mentor and the Protégé. The presenters emphasized that a commitment from senior leadership is essential for the program to be successful. Mr. Diaz indicated that assistance with proposal preparation and training were two of the most needed areas for the protégés. The Panel also questioned if any changes were needed in the laws or regulations to enhance the Program. The presenters had no major improvements, but recommended that the DoD Mentor-Protégé program be expanded to other federal agencies.

The Chair adjourned for lunch, and reconvened at 12:35 PM.

The Chair introduced the five members of the Performance-Based Contracting (PBC) mini-panel, including both representatives from industry and government. The five representatives were Ronnie Rogin, Senior Associate, Acquisition Solutions, Inc. speaking in her personal capacity; Barbara Kinosky, Esq., Centre Consulting and Centre Law Group; Brian Jones, Chief, Customer Advocacy and Assistance Team, and Linda Dearing, Chief, General Contracts Division, U.S. Coast Guard; and Timothy Malishenko, Corporate Vice President, Contracts and Pricing, The Boeing Company. In terms of the format for the PBC panel discussion, Ms. Madsen asked that each representative provide a short

overview or comments on the subject after which she would open up the floor to questions from the Panel members.

Ms. Ronnie Rogin thanked Ms. Madsen for the introduction and she provided a disclaimer that she is representing herself as a recognized expert on PBC and not as a representative of Acquisition Solutions, Inc. Ms. Rogin provided a history of the “Seven Steps Guide” and noted that the steps are working. She stated that the most challenging step is the last, *Develop Results through Partnership (Contract Management)*. Ms. Rogin remarked that she is also a member of an interagency group on PBC, and noted that the website that provides samples and other useful information is linked from <http://www.acqnet.gov>. Ms. Rogin said that it is important to determine where PBC has the best fit; for example, on large weapon systems and IT (information technology) software development programs where these large dollar programs could really assist agencies with their goals. She noted that currently the only choices in FPDS-NG (Federal Procurement Data System – Next Generation) are Yes/No answers and, as such, agencies are not able to determine the correct usage of PBC. Ms. Rogin stated that selection of the contract type and PBC are two separate issues, stating that, per the Federal Acquisition Regulation (FAR), performance-based contracts do not have to be firm-fixed price. She also emphasized the importance of having senior leadership involvement and support in using PBC. Ms. Rogin remarked that currently it is a bottom-up effort, but that it needs to become more of a top-down effort. Ms. Rogin also emphasized the need for more training for both industry and government, especially in the areas of market research and the mechanics of PBC.

Ms. Barbara Kinosky thanked the Chair and members of the Panel for the invitation to provide her thoughts and insights on this most topical issue. Ms. Kinosky stated that PBC is not broken. It is, she said, becoming wider spread and, as such, the number of people that understand how to properly implement it has not kept pace with the growth of this method of contracting. Ms. Kinosky provided the following four observations and recommendations:

- Not every contract is suitable for PBC
- There is a lack of training - an interagency resource center should be established on PBC
- Establish an adequate library and resource center to enable the acquisition team to think in terms of alternative approaches, rather than financial penalties and disincentives
- Do not create overly burdensome surveillance plans and only evaluate what is necessary to accurately measure success.

Mr. Brian Jones provided opening comments from a government perspective. He gave the Panel an overview of the Customer Advocacy and Assistance Team at the U.S. Coast Guard. Mr. Jones and Ms. Linda Dearing provided a background on their PBC initiatives and involvement with the customers at the planning stages of the acquisition. The Coast Guard developed the Customer Advocacy and Assistance Team as a full-time group of specialists trained in a variety of disciplines, including quality assurance and information systems, to assist customers in writing their performance work statements. Mr. Jones

provided some data on the growth of the number of performance-based contracts since this team was assembled. Mr. Jones and Ms. Dearing have developed some templates that they are willing to share with the Panel or other organizations to assist in the acquisition process. Mr. Jones remarked that he had not only seen the number of performance-based contracts grow, but also the level of involvement from their customers to write performance-based Statements of Work (SOW). Mr. Jones indicated his agreement with Ms. Rogin that the Seventh step is really a challenge. He indicated it was critical to get customers trained and educated on PBC, and reiterated the importance of the top-down management push that Ms. Rogin mentioned in her opening remarks.

Mr. Timothy Malishenko provided opening remarks from an industry perspective. He mentioned the importance of performance-based payments for both industry and the government. Mr. Malishenko remarked that it is a great incentive for industry because cash flow is increased. He added that the benefit to the government is that the customer is receiving quality performance. Mr. Malishenko discussed performance-based logistics and that the Quadrennial Defense Review (QDR) is moving more weapon systems to performance-based logistics and focusing on specific outcomes. Mr. Malishenko discussed total end cost in relation to maintenance and spare parts. He provided an example of cost per flying hour and indicated that performance-based logistics assist because costs are not managed incrementally. Mr. Malishenko recommended the use of more macro measures and stated that government needs to include industry on the risk management aspect prior to the solicitation. Mr. Malishenko emphasized that in determining cost, schedule and performance factors, it is critical that both parties develop an executable business deal that is both realistic and achievable. He also recommended an out-of-the-box solution that the Changes Clause should be removed from government contracts and replaced with Cost As an Independent Variable (CAIV). This, from his perspective, would eliminate the adversarial relationships and work towards building a relationship and partnership while still complying with ethical standards.

The Panel Chair and Panel members Deidre Lee, Allan Burman, Carl DeMaio, David Drabkin, Thomas Luedtke, Frank Anderson and Roger Waldron asked questions regarding current processes used in the awarding of a performance-based contract, specifically in the areas of crafting requirements and meaningful measurements, the use of a down-select process, oversight and governance and overall relationship management. In addition, there was much discussion about the importance of due diligence, accuracy of the data collected and addressing current resource and training challenges. There was agreement by the Panel members and the presenters that “more meat on the bones” was needed for the Seventh step, contract management. The dialogue between the Panel members and the presenters also identified a need for sample templates for complex acquisitions, including communication and Quality Assurance Surveillance Plans (QASP). Ms. Rogin noted that the Seven Steps Guide does have an “Ask the Expert” button on each page for questions from the public as well as many samples. She encouraged visiting the site for the Guide which is linked to the <http://www.acqnet.gov> website.

The Panel Chair thanked the Panel members for their insights and recommendations. Ms. Madsen called for a fifteen-minute recess.

The Panel Chair reconvened the meeting at 2:45 PM. Ms. Madsen introduced the final speakers from the Department of the Treasury, Treasury Franchise Funds. The speakers were Mr. Martin Davis, Managing Director, Treasury Franchise Funds, Ms. Karen Blum, Vice President, Acquisitions, FedSource Acquisition and Mr. Michael Cundiff, Division Director, Administrative Resource Center (ARC). Mr. Davis provided a history of the franchise and its applicable authorities. He stated that the primary goals are to promote efficiencies in the delivery of administrative products and services and eliminate duplicative administrative backroom systems and functions. Mr. Davis said that they have four key operating principles: competition, voluntary exit, full cost recovery and dynamic adjustments. Mr. Davis provided an organizational chart and stated they have four major departments including ARC, FedSource, Federal Consulting Group and Treasury Agency Services. He emphasized that, in terms of their financing, they are a revolving fund with reasonable operating reserve and standard private sector financials. He said the Treasury Franchise organization receives no direct appropriations. Mr. Michael Cundiff provided an overview of the mission and lines of service within ARC. He stated they provide full procurement services for simplified acquisition, large contracts and the purchase card program. ARC, he noted, has 54 Full Time Equivalents (FTEs) servicing 24 customers. In terms of performance statistics, Mr. Cundiff remarked that approximately 67% of the large contracts are competed and 58% of their performance-based contracts are competed. Mr. Cundiff also noted that 50% of the awards have been given to small business. Ms. Blum provided an overview of FedSource and stated that their service lines include project support, audit recovery, project management, construction, document automation, and security and safety. They have 77 FTEs supporting over 2,500 customers. Ms. Blum stated that FedSource is an interagency contracting organization and that they use the “full service acquisition model” (cradle to grave services). She remarked that the FedSource advantage is dedicated full-service acquisition teams that are responsive to customers and operate in an efficient and cost effective manner. Ms. Blum outlined several advantages to using FedSource including a strong commitment to small business goals, use of external audit controls, their ability to meet fiduciary responsibilities through sound financial management, and use of their FedSource Business Management System (FBMS) which is designed to provide performance, payment and other financial information to their customers. Mr. Davis opened up the floor to questions from the Panel members.

The Panel Chair and Panel members Frank Anderson, Allan Burman, Thomas Luedtke, David Javdan, Jonathan Etherton, David Drabkin and Deidre Lee asked several questions regarding current processes used to advertise their services, obligation of funds, timely payments and tracking award and financial data. In addition, there was much discussion on internal resources, specifically the use of contractor support in the various departments. Based on prior testimony from another franchise fund, Panel members also asked several questions on “parking money” and compliance with fiscal laws pertaining to the *bonafide need* rule. Panel members also asked specifics on the use of time and material (T&M) and labor-hour (LH) contracts, and the kinds of limitations and controls the Treasury Department has in place on these contracts.

Since no more questions from Panel members were forthcoming, the Chair thanked the presenters for their time and insights provided on franchise funds.

Below is a list of additional materials or information requested by the Panel during the guest speakers' presentations:

- Mr. Joe Johnson – DAU:
 - Data on the DoD acquisition workforce by career field and competency model (entry, intermediate and senior employees)
 - Request to meet with Acquisition Workforce Working Group to discuss core competencies
- PBC Panel:
 - Examples of Master Agreements, Templates for PBSC contracts – Brian Jones/Linda Dearing (United States Coast Guard)
- Department of Treasury, Treasury Franchise Fund
 - Internal policies and/or guidance on use of T&M and LH contracts

The Chair concluded her remarks with the announcement that the next AAP public meeting is scheduled for July 27, 2005 in Long Beach, CA.

ADJOURNMENT

The eighth Acquisition Advisory Panel meeting was adjourned at 3:53 PM.

I hereby certify that, to the best of my knowledge, the foregoing minutes are accurate and complete.



10/25/05

Ms. Marcia Madsen
Chair
Acquisition Advisory Panel

[Note: This is a revised version of the original minutes dated 10/7/05. This revision was done to make editorial changes for clarity. Original minutes available upon request].

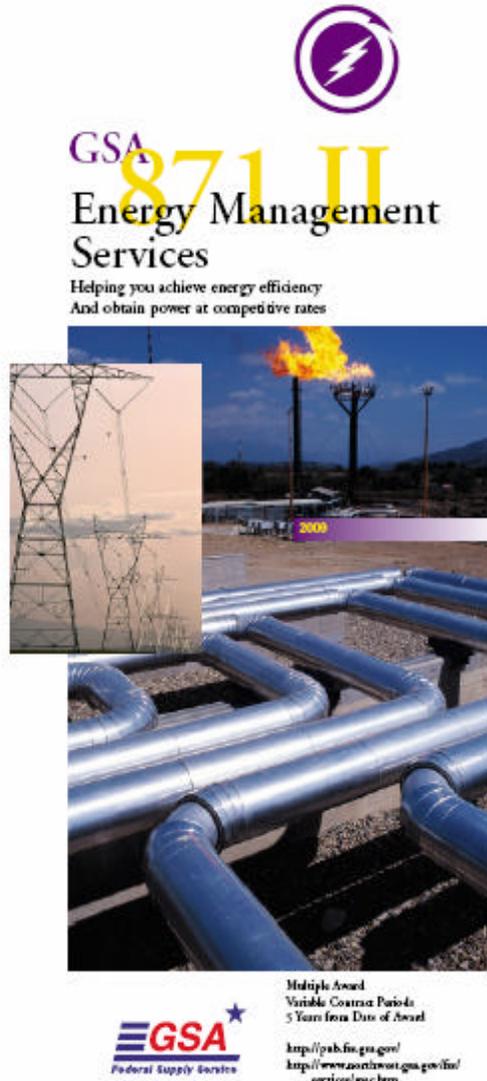
Multiple Award Schedule (MAS) & GSA GWAC Program

Presentation to the
Acquisition Advisory Panel
July 12, 2005

Roger Waldron, Director
Acquisition Management Center
Federal Supply Service

A SCHEDULE IS...

Federal Supply Schedule
General Services Administration



The image shows the cover of a GSA schedule titled "871 II Energy Management Services". At the top is a circular logo with a lightning bolt. Below it, the text reads "GSA 871 II Energy Management Services" in large, bold letters. Underneath, it says "Helping you achieve energy efficiency And obtain power at competitive rates". The central image is a collage: on the left, a power transmission tower; on the right, an industrial facility with a large flame. Below the collage is a photograph of large, silver, insulated pipes. At the bottom, there is a GSA logo and the text "Multiple Award Variable Contract Periods 5 Years from Date of Award". Below that are two URLs: <http://pub.fis.gsa.gov/> and <http://www.northwest.gsa.gov/life/services/asm.htm>.

- A Commercial Catalog
- Multiple Awards for Varying Requirements
- Volume Discount Pricing
- The **Multiple Award Schedule (MAS) Program** is also known as the **Federal Supply Schedule Program** or the **GSA Schedules Program**

AUTHORITY FOR MAS



- Established under--
 - 41 U.S.C. 251, et seq. - Title III, Administrative Services Act of 1949
 - 40 U.S.C. 501, et seq. - Services for Executive Agencies
- Meets CICA "competitive procedures" under--
 - 41 U.S.C. 259(b)(3)(A)



IN AWARDING MAS CONTRACTS



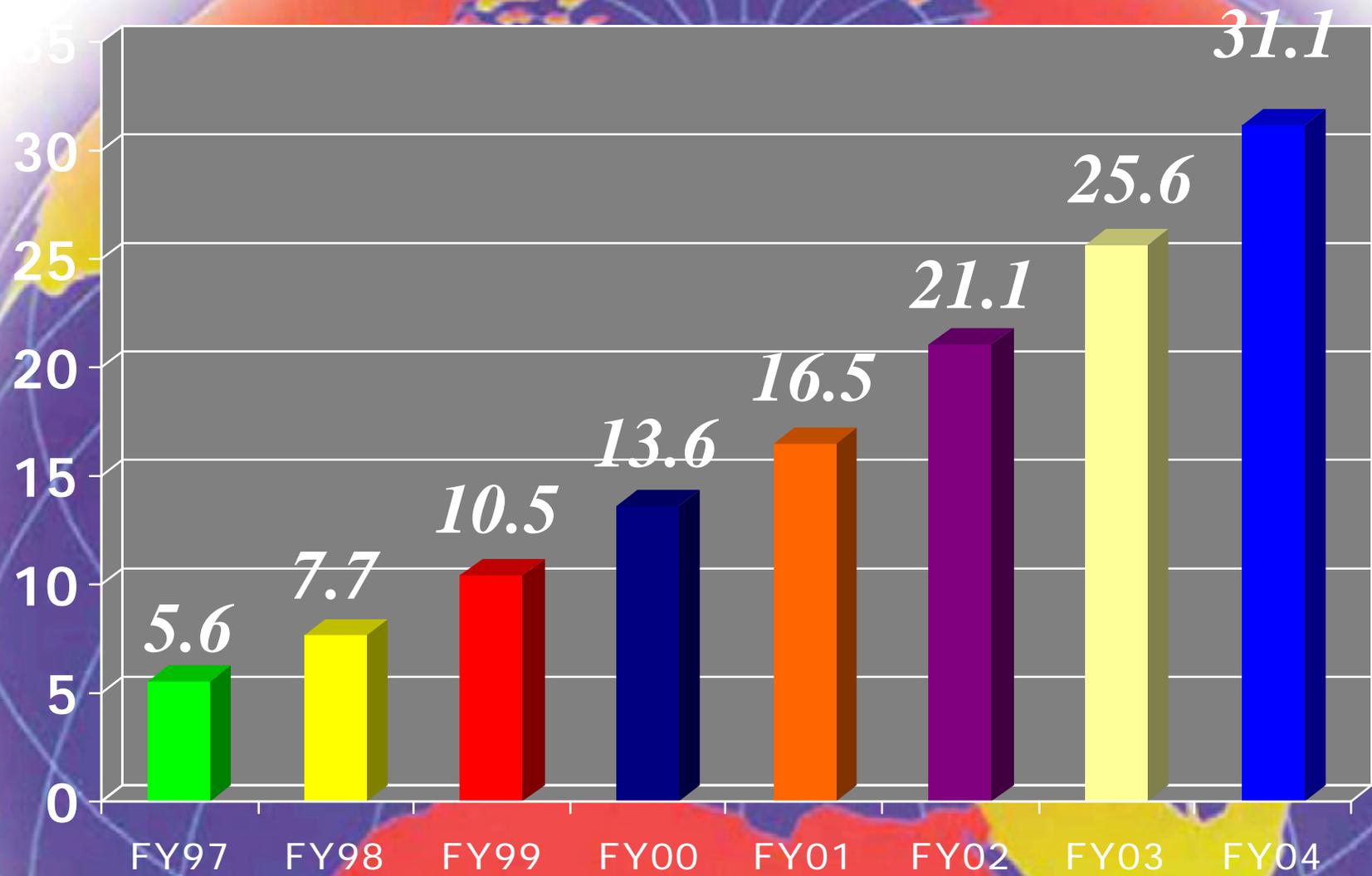
- GSA uses commercial item IDIQ contracts using FAR Part 12
- Determines contractor responsibility IAW FAR 9.1
- Negotiates and approves an acceptable Subcontracting Plan
- Negotiates and awards fair and reasonable pricing based on the firm's Most Favored Customer rates
- Evergreen contracts (5-year base period + three 5-year options)
- Continuous open solicitation policy

MOST FAVORED CUSTOMER (MFC) PRICING



- MAS negotiation objective is to receive prices that are equal to or better than a company's best customer with comparable requirements (GSAM 538.270).
- Offerors are required to submit their commercial sales and discount practices using the standard format.
- Economic Price Adjustment clause allows price change IAW commercial practice (GSAM 552.216-70).
- Contractor may offer order-level price discount w/o triggering mandatory across-the-board price reduction (GSAM 552.238-75).

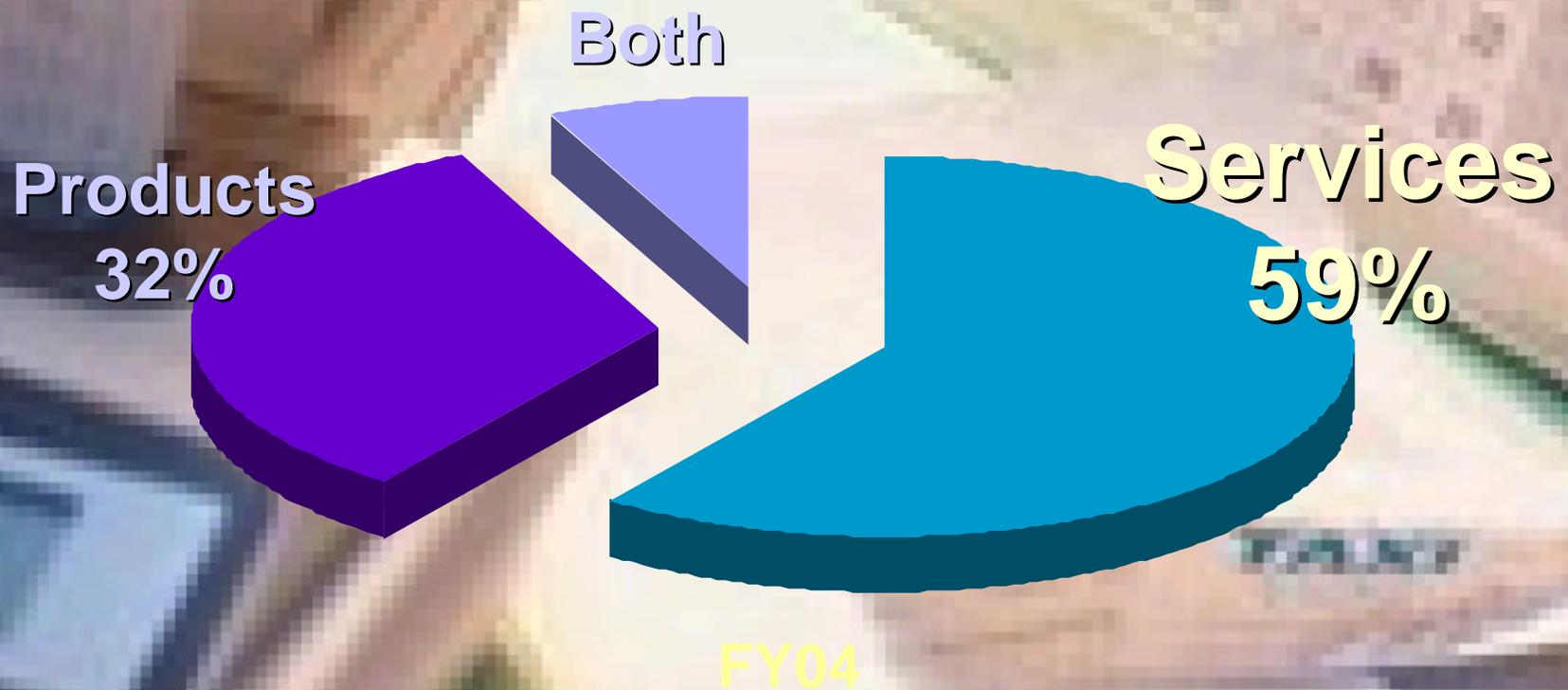
MAS Schedule Sales



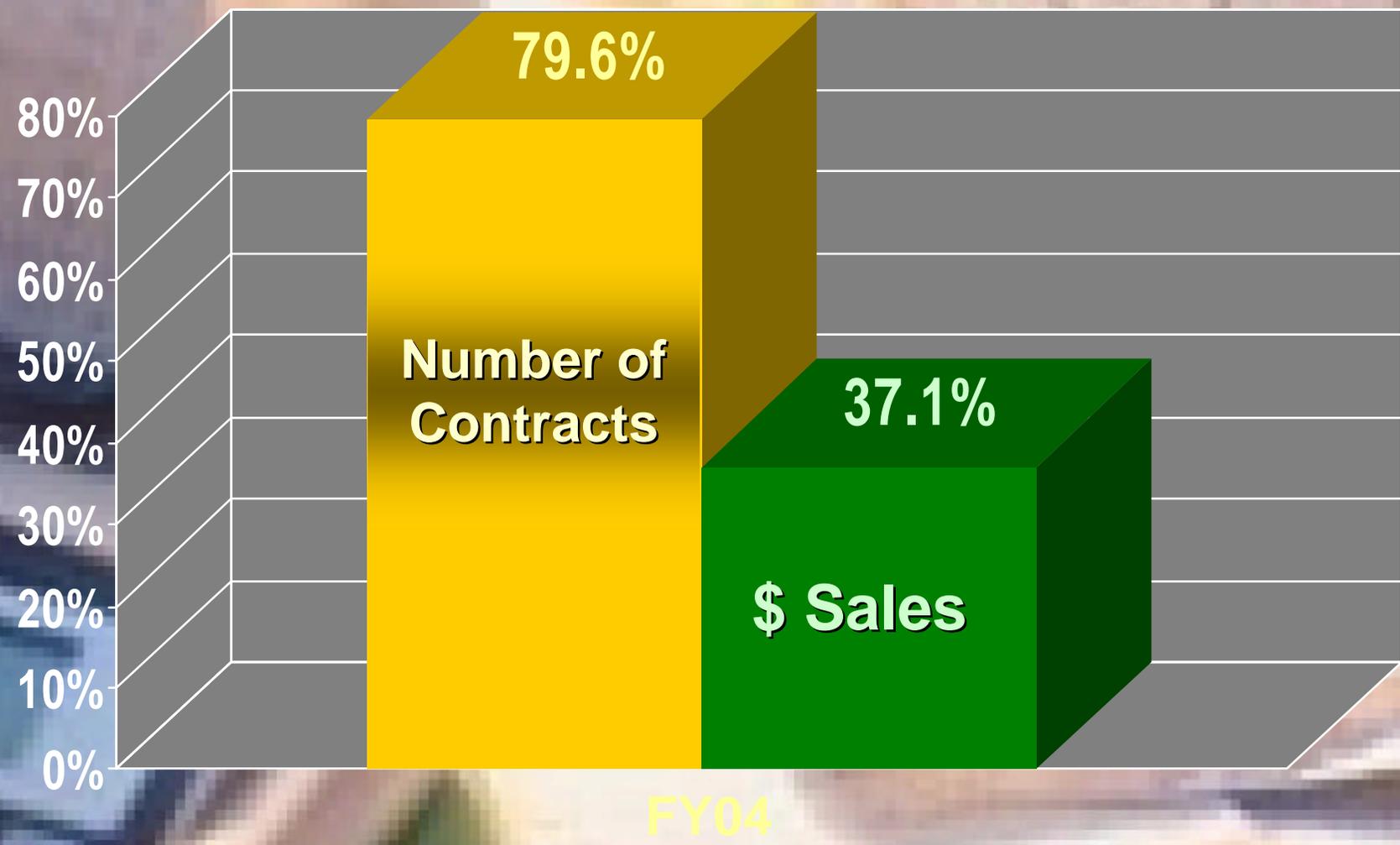


Services v. Products in MAS

9.2 million items; 14,689 contracts (May 2005)



Small Businesses in MAS



2 TYPES OF MAS ORDERING PROCEDURES

A photograph showing a computer monitor and keyboard on a desk, with a blue tint.

PRODUCTS & SIMPLE SERVICES

FAR 8.405-1 Ordering Procedures for Supplies and Services Not Requiring a Statement of Work

A photograph of a man in a suit talking to a woman in a business setting.

SERVICES

FAR 8.405-2 Ordering Procedures for Services Requiring a Statement of Work



PRODUCTS AND PRE-DEFINED SERVICES NOT REQUIRING A SOW (FAR 8.405-1)



Survey the GSA Advantage! or review at least 3 Schedule catalogs/pricelists

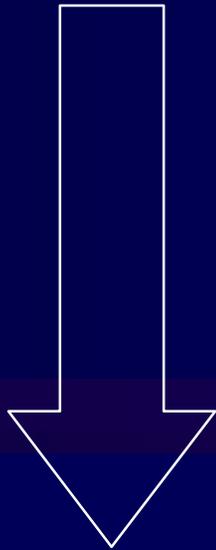


if order amount exceeds MOT or when establishing a BPA,

Review additional catalogs/pricelists and seek price reductions



Place orders w/ Schedule contractor representing the best value





SERVICES REQUIRING A SOW (FAR 8.405-2)



Prepare a RFQ that includes--

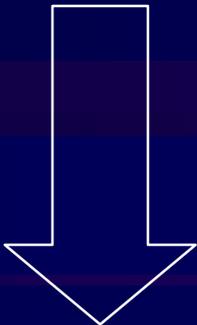
- a. SOW (PBSOW, FFP preferred) and
- b. Evaluation Criteria



Transmit the RFQ to at least 3 contractors (or IAW Section 803 if for DoD) (Provide RFQ When Requested)



if order amount exceeds MOT or when establishing a BPA,
Provide RFQ to Additional Contractors and Seek Price Reductions



Evaluate Responses and Place Order

National Defense Authorization Act for FY02 Section 803

GSA

- Additional requirement for orders of services exceeding \$100,000 *using DoD funds*
- DFARS 208.404-70 requires CO to provide fair notice--
 - to as many Schedule contractors as practicable to reasonably ensure that offers will be received from at least 3 contractors, or
 - by posting RFQ on "e-Buy"



OTHER MAS ISSUES

- Establishment of MAS BPA (FAR 8.405-3)
- Price Reductions (FAR 8.405-4)
- Small Business (FAR 8.405-5)
 - May take credit toward socio-economic goals
 - GSA Acquisition Letter (V-05-12) provides additional guidance
- Industrial Funding Fee (0.75%)

GSA e-Tools



- **GSA Advantage!**[®] on-line shopping source featuring 9.2 million items
 - www.gsaadvantage.gov
- **e-Buy** solicitation posting system (meets DoD Sec. 803)
 - www.gsa.gov/ebuy
- **e-Library** lists all active schedule contracts (43 Schedules)
 - www.gsa.gov/gsaelibrary

TRAINING & EDUCATION

FSS Center for Acquisition Excellence



Online Training (www.fsstraining.gsa.gov)

- ✍ Self-paced Courses on Schedules, GWACs, and Cooperative Purchasing
- ✍ GSA Schedule Order Checklist

Classroom Training

- ✍ CEUs, Accredited Instructors

Public Speaking

- ✍ Conferences
- ✍ GSA's Annual EXPO

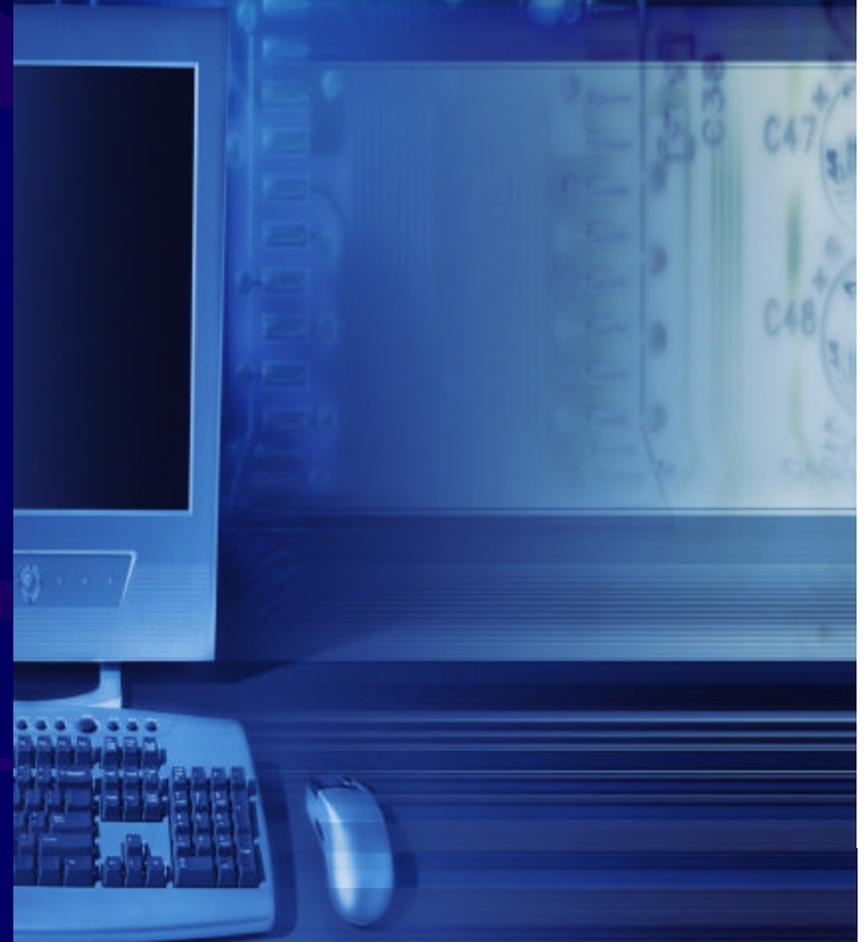
GSA Contract Management Center



- Operational guidance and contractor oversight
 - Contractor Report Card Management
- Scope Review
- Performance Measures, Financial, and National Business Plans
- Fee Management (Currently 0.75% for both MAS & GWAC)
- Programs Management and support
 - MAS
 - Global Supply
 - Vehicle Acquisition
 - GWACs

Governmentwide Acquisition Contract (GWAC) Defined

- Task/delivery-order contract for IT established by one agency for governmentwide use
- Authorized by §5112(e) of the Clinger-Cohen Act
- Operated by an executive agent designated by the OMB
- Economy Act Not Applicable



FAIR OPPORTUNITY UNDER MULTIPLE AWARD CONTRACTS

- The CO must provide each awardee a fair opportunity to be considered for each order exceeding \$2,500
- CO exercises broad discretion
- Not required to contact all awardees
- But, CO MUST:
 - Tailor procedures and include procedure in solicitation
 - Consider cost & price
- CO should consider:
 - Past performance
 - Impact on other orders
 - Min. order requirements

ACCESSING THE GWACS



- **Assisted Services**
 - GSA manages the Task Order acquisition on behalf of the Federal agency
- **Direct Order Direct Bill Authority**
 - Customer manages entire task order acquisition after receiving Delegation of Authority
 - Pre-award
 - Post Award
 - Close out



GSA GWAC CENTERS

**ANSWER
Millennia
Alliant
ITOP II**



**Enterprise GWAC Center
San Diego, CA**

**HUBZone
8(a) STARS
Alliant SB
VETS**



**Small Business GWAC Center
Kansas City, MO**

**Millennia Lite
Smart Card**



**Greater Southwest Acquisition
Center
Fort Worth, TX**

GSA GWACs



PROGRAM	DESCRIPTION	CEILING	AWARDS	ORDER TYPE
ANSWER	Full IT services	\$25b	10	FP, T&M/LH
Millennia	Large IT projects	\$25b	9	FP, CR
Alliant	Will replaces ANSWER & Millennia	\$50b	20 est.	
ITOP II	Used to be DOT contract; sunset in 2006	\$10b	26	FP, CR, T&M/LH
HUBZone	Set-aside	\$2.5b	34	FP, T&M/LH
8(a) STARS	Set-aside	\$15b	432	FP, T&M/LH
Alliant SB	New, set-aside	\$15b	20 est.	
VETS	New, set-aside			
Millennia Lite	IT Planning; high-end services; mission support; systems migration	\$20b	33	FP, CR, T&M/LH
Smart Card	Security	\$1.5b	4	FP, T&M ²¹

SALES UNDER GSA GWACS



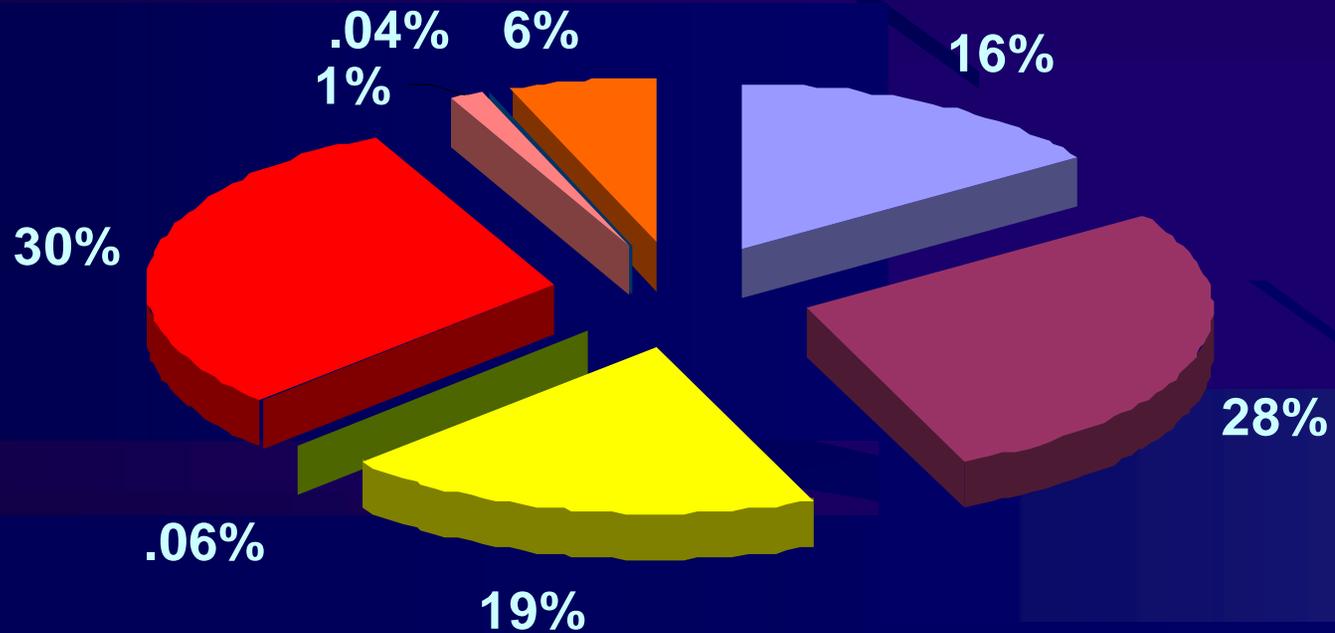
- FY04 combined GSA GWAC purchases -- \$3,026,515
- As of May 2005 -- \$2,153,018 (16% increase over the previous year)



GWAC USAGE BY AGENCY

ANSWER

2,651 Projects awarded
\$3.7 Billion Obligated



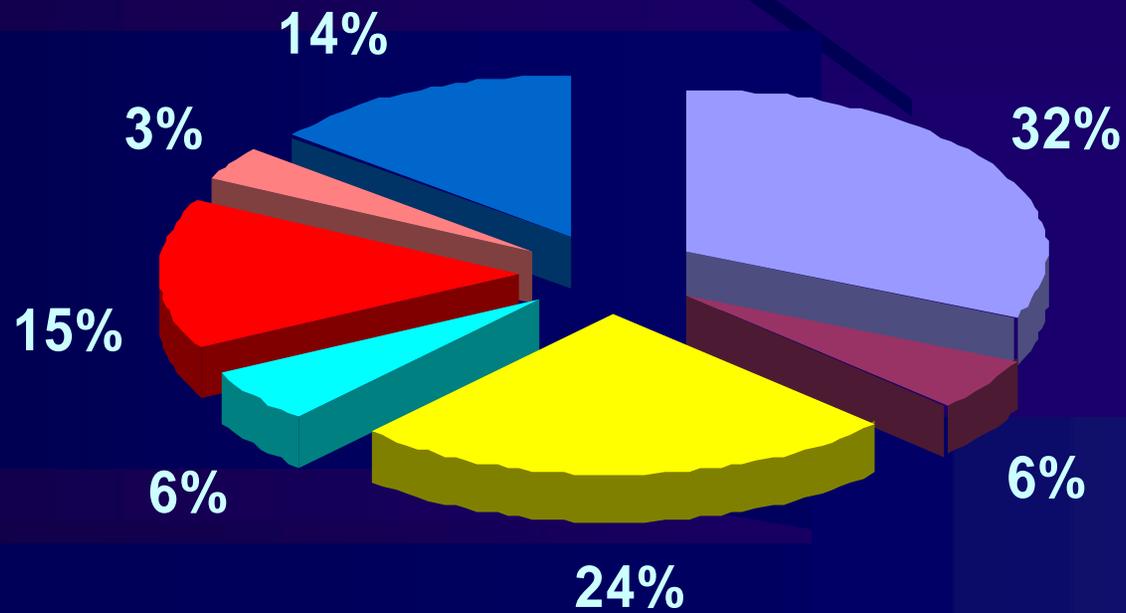
- Civilian Agencies
- Navy
- Air Force
- Other
- Army
- Dept of State
- Dept Homeland
- Dept of Defense



GWAC USAGE BY AGENCY

Millennia

102 Projects awarded
\$4.03 Billion Obligated



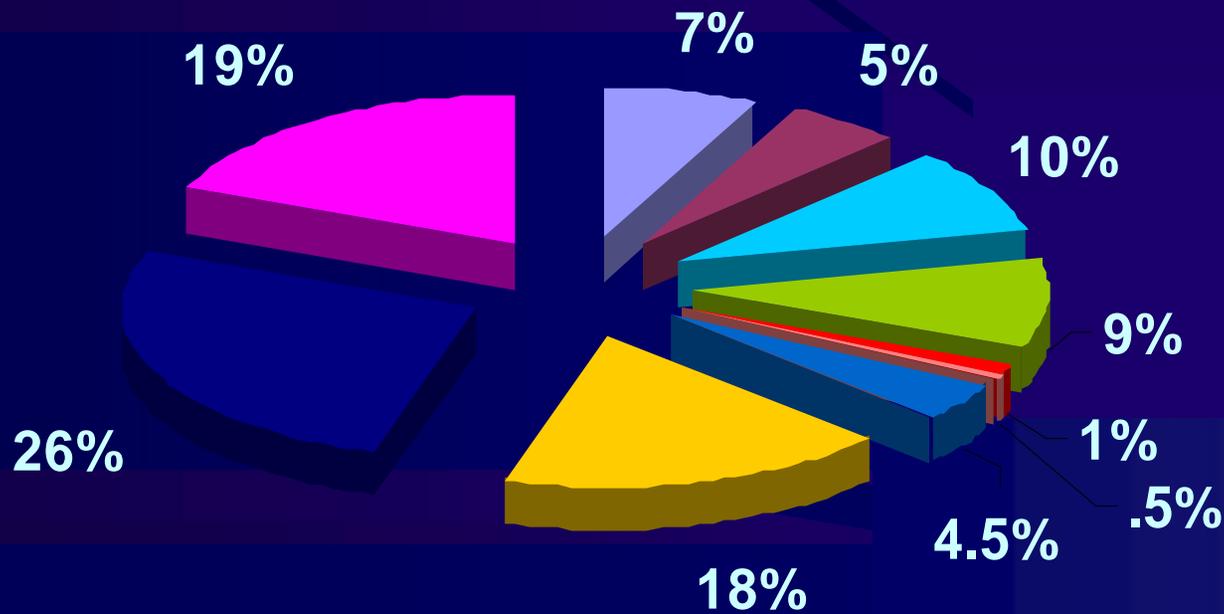
- Civilian Agencies
- Army
- NASA
- Dept of State
- Navy
- Dept of Defense
- Air Force



GWAC USAGE BY AGENCY

ITOP II

173 Projects awarded
\$2.66 Billion Obligated



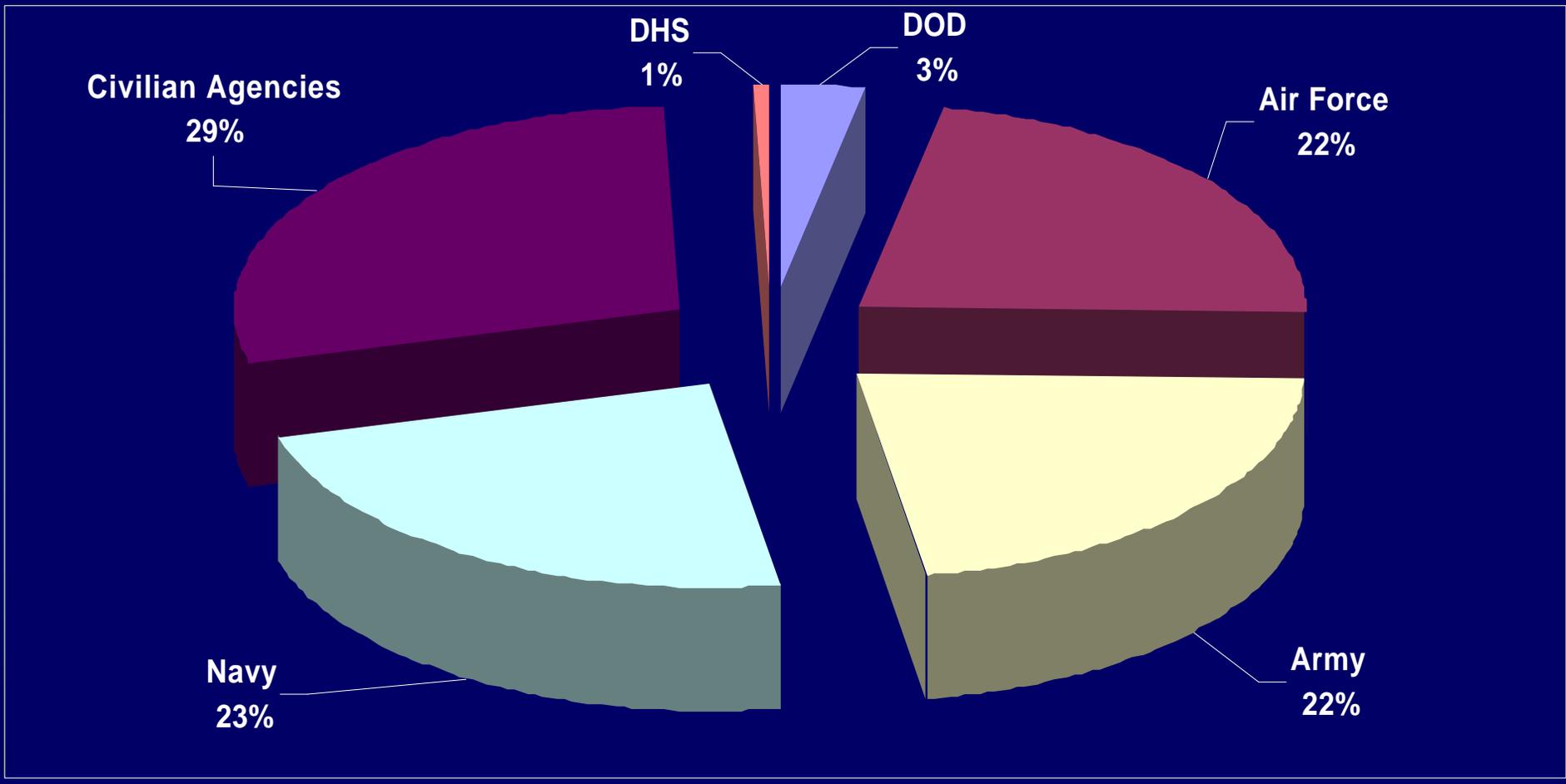
- Civilian Agencies
- Navy
- Army
- Dept of Justice
- Dept of Transportation
- Air Force
- NASA
- Dept of Defense
- Other
- Dept Homeland



GWAC USAGE BY AGENCY

Millennia Lite

1,388 Projects awarded
\$2.04 Billion Obligated



GSA MAS & GWAC - Summary



Questions?

**Roger Waldron, Director
Acquisition Management Center
Federal Supply Service**

Future Acquisition and Technology Workforce Study (1999)

Joe Johnson

Director Strategic Planning
Defense Acquisition University

July 12, 2005

Background

- Section 912 (c), National Defense Authorization Act of 1998 directed the Secretary of Defense to submit to Congress an implementation plan to streamline acquisition organizations, workforce, and infrastructure.
- Many study groups formed to address different issues.

Charter of future Acquisition & Technology workforce study group

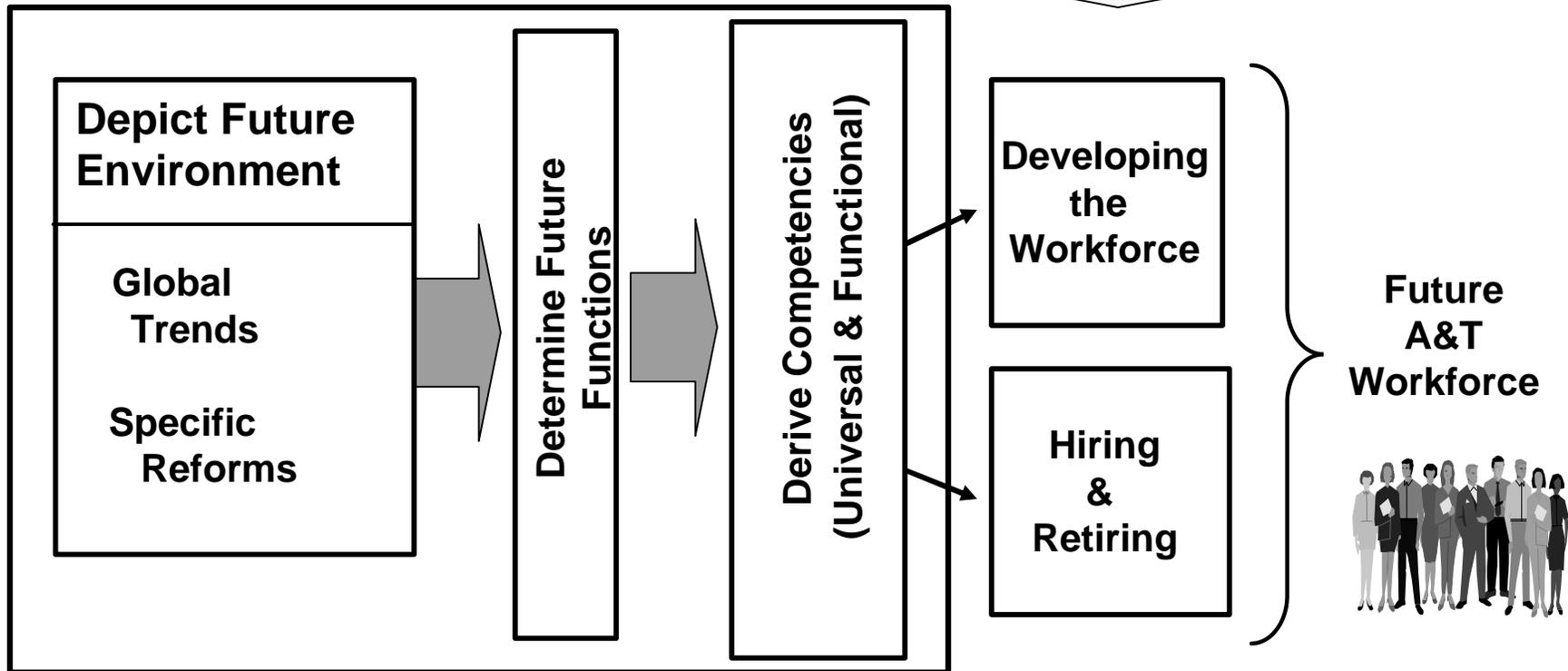
- “describe performance characteristics and training requirements of a future A&T workforce.”
- Product to Under Secretary of Defense A&T by Dec 15, 1999

Methodology



Current Workforce

**Recommended Future
Actions**



Future A&T Environment

Examples of Global Trends (impacts entire federal workforce)

- Smaller workforce
- Older workforce
- Commercial business orientation
- More generalists
- Information technology
- Knowledge management
- Cross-functional teaming

Examples of Emerging Acquisition Practices

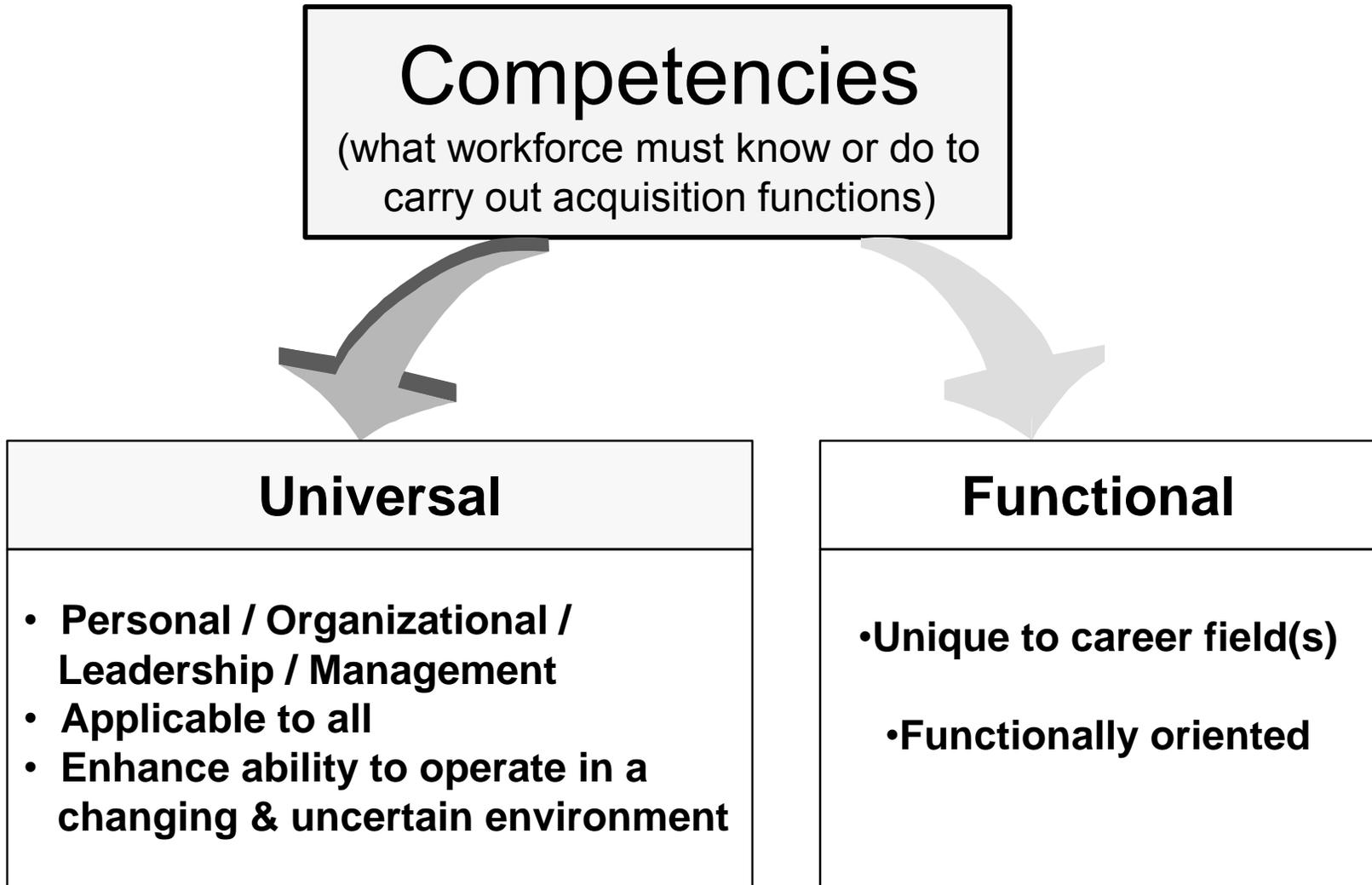
- Competitive sourcing
- Integrated Paperless Acquisition
- Performance-based contracting
- Interoperability
- Price-based acquisition
- Commercial-Military Integration



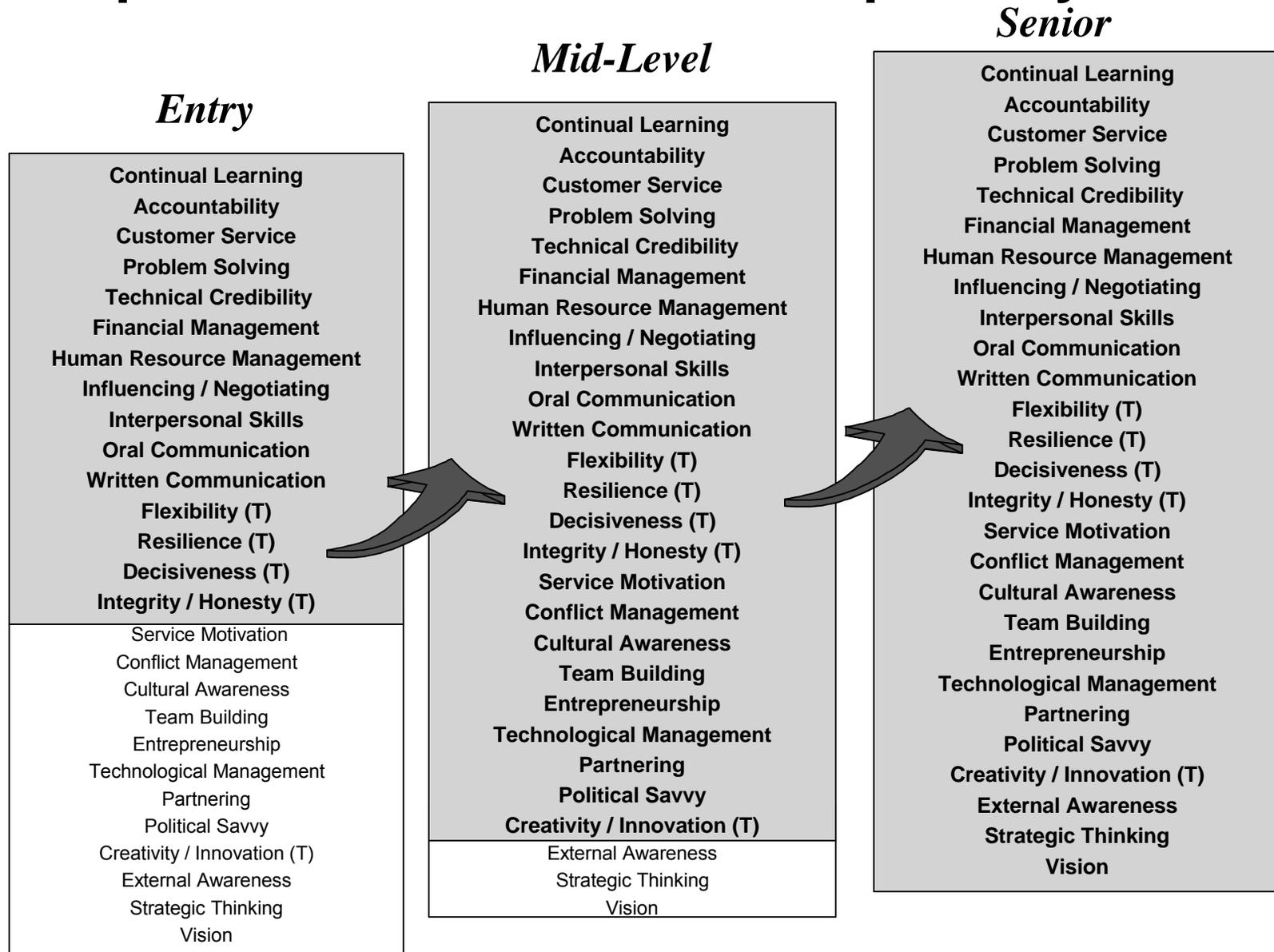
Future Functions

- Activities workforce must perform to implement acquisition & logistics reforms and new practices
- 102 future functions derived from the future environment
- Examples of future functions:
 - Use simulation based acquisition to identify design issues and risks
 - Perform CAIV analysis
 - Operate in a commercial environment (e.g., common specs & standards; commercial accounting standards; performance based solicitations; FAR Part 12 acquisitions)
 - Conduct market research of national technology base

A&T Workforce Competencies

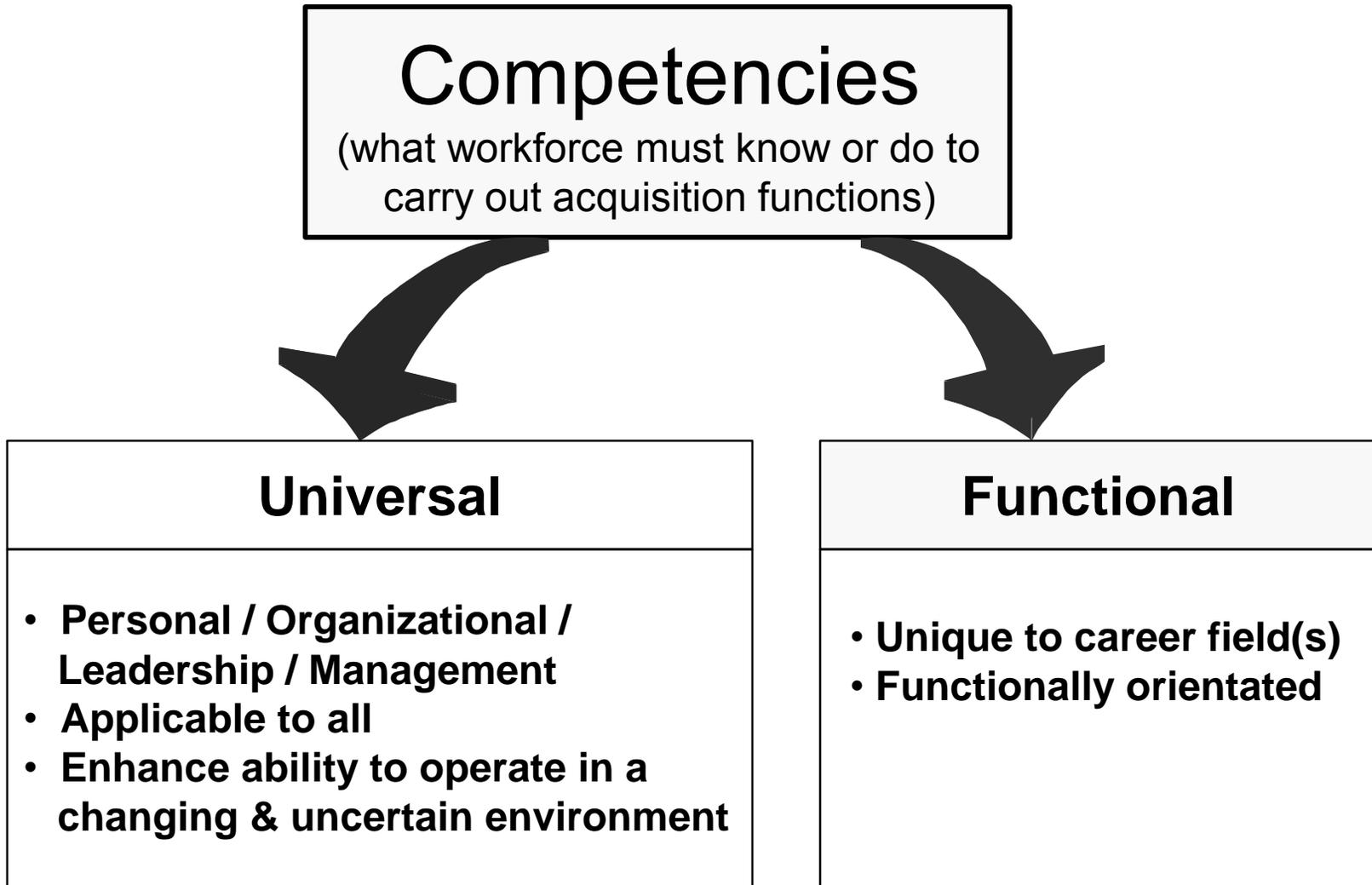


Proposed A&T Universal Competency Model



(T) indicates "Traits"

A&T Workforce Competencies



Functional Categories Included

- Program Management
- Communications – Computer Systems
- Business, Cost Estimating & Financial Management (BCEFM)
- Contracting
- Industrial and/or Contract Property Management
- Auditing*
- System Planning, Research, Development & Engineering
- Test and Evaluation
- Acquisition Logistics
- Manufacturing, Production & Quality Assurance
- Science and Technology**
- Sustainment**

* Not in this study/will be included in follow-on phase

** Not currently a DAWIA career management field

Functional Competency Results

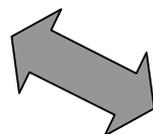
- Team consisted of functional board representatives.
- Clean sheet approach
- Developed 435 detailed functional competencies
 - Mix of new and existing competencies
 - Can be grouped by themes to indicate key future focus areas

Examples of Themes Among Functional Competencies

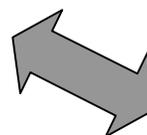
- Commercial Practices
- Market Research
- Cost as an independent variable
- Total Ownership Cost
- Integrated product and process teams
- Simulation-based acquisition
- Business Analysis techniques
- Supply Chain Management
- Open architecture
- Performance-based acquisition
- Commercial & non-development items
- Software development

Functional Competency Results

- Competencies captured in an interactive database that links: **future trends**



future functions



competencies

- Database arrays competencies by career field / area
- Very useful capability in follow-on implementation

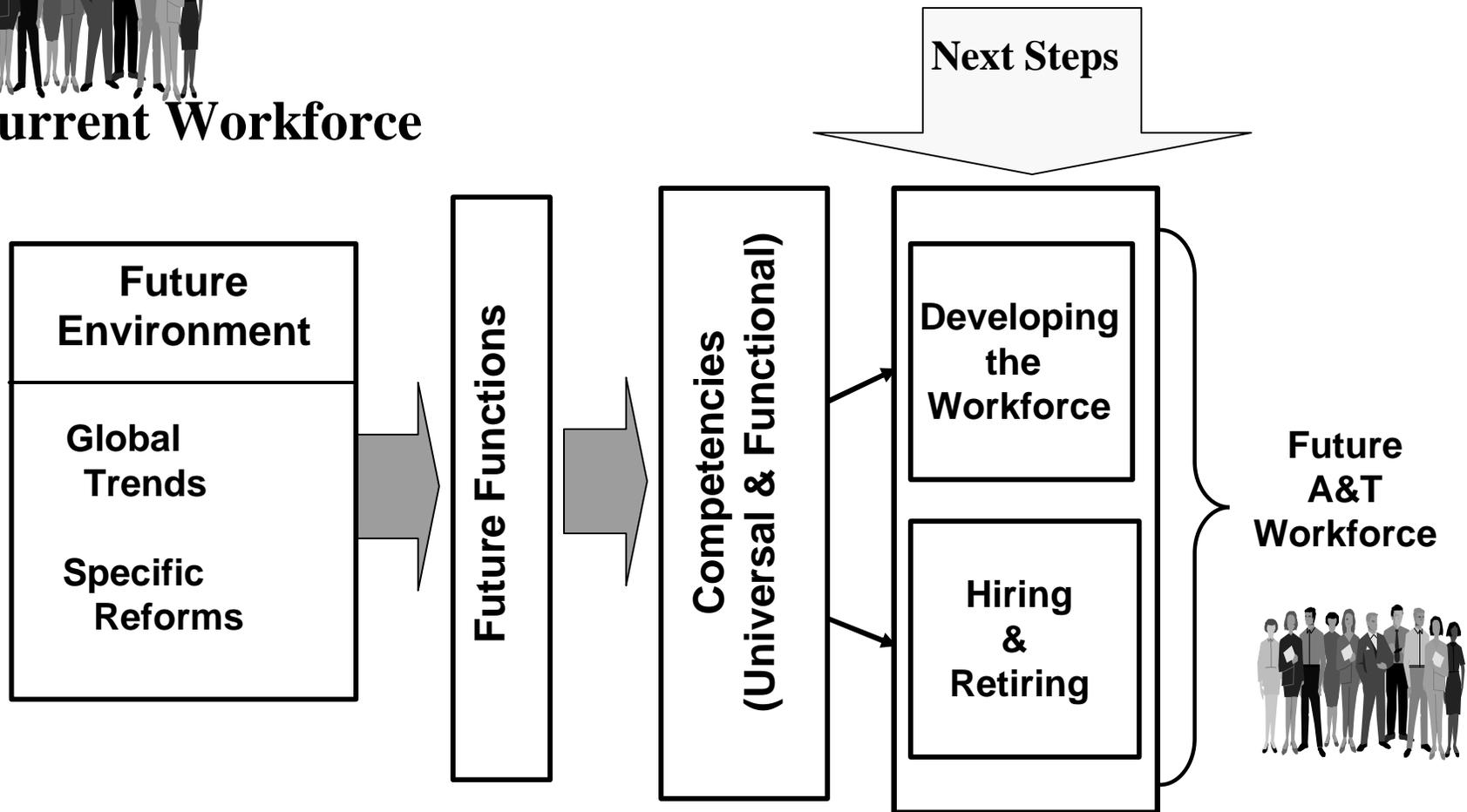
Example of the Functional Competency Database

Environmental Trend (what ATWF will face)	Function (ATWF Activities)	Competencies (What ATWF will need to know, or know how to do)	Applicable to:
Increased reliance on non-DoD Organizations	Conduct market research & analysis of the national base of technology	Understand basic market research techniques	PM, Contracting, SPRDE, Acq Log, & Sustainment
		Understand technology for a specific business sector	PM, SPRDE, & Sustainment
Increased use of simulation based acquisition	Use simulation based acquisition to identify design issues and risks	Determine how to apply modeling and simulation when conducting performance studies, tradeoff and cost analyses	PM, BCEFM, SPRDE & T&E

Competencies Recommendations

- The DUSD (AR) and DASD(CPP) should determine the strategy for incorporating **universal competencies** into A&T development / training programs, considering costs and competing demands on workforce – Decentralized implementation
 - The FIPTs/ OAIPT, with oversight by a Senior Steering Group, should:
 - Compare the future **functional competencies** with current competencies to determine:
 - gaps
 - current competencies that can be eliminated
- Accomplished by some functional areas

Overview



Developing the Workforce

- Education: -- Decentralized implementation
 - **Tuition assistance** and **degree completion** programs should target:
 - Foundational business and technical competencies
 - Future competencies
- Training -- Implemented
 - **Team training** increasingly important to impart new skills and break down organizational barriers to new practices
 - **Distributed training**
 - Competing demands on time of a smaller workforce heighten need for modular, distributed, just-in-time training
 - DAWIA courses, Continuous Learning and rapid implementation of latest initiatives
- Experience – Decentralized implementation
 - **Rotational /developmental assignments** broaden experience and develop multifunctional orientation

Hiring and Retiring

*50% workforce
turnover by 2005*

- Hiring – Decentralized implementation
 - **Intern programs**
 - Specific business / technical qualifications
 - Rotational assignments develop multi-functional outlook
 - **Student Educational Employment Program (“co-op programs”)**
 - **Feeder Universities:** academic programs focused on government needs
 - **Term hire**
 - Brings needed competencies and experience into DoD for **specified periods** of time
 - **Intergovernmental Personnel Act** a useful program that should be expanded to include industry – Legislative language proposed
 - Retirements “**phased**” to avoid rapid loss of experience and make full-time equivalents (FTE’s) available for new hires

Closing Comments

- Vital process
- Sound methodology
- Functional area resistance
- Decentralized execution hinders implementation tracking and accountability

Complete report located at:

<http://gravity.lmi.org/futurewf/>

**Raytheon Intelligence and Information Systems
MIRATEK Corporation**

DoD Mentor-Protégé Program



Raytheon

Customer Success Is Our Mission

Attachment 3

Agenda

- Raytheon Intelligence and Information Systems
- MIRATEK Corporation
- Department of Defense Mentor-Protégé Program
- Raytheon Mentor-Protégé History
- Team Members
- MIRATEK Developmental Assistance Plan
- MIRATEK Enhancements
- Summary

Raytheon Intelligence and Information Systems

Headquartered in Garland, Texas

- Major Locations

Garland, TX

Linthicum, MD

Aurora, CO

Landover, MD

Springfield, VA

Omaha, NE

Reston, VA

St. Louis, MO

State College, PA

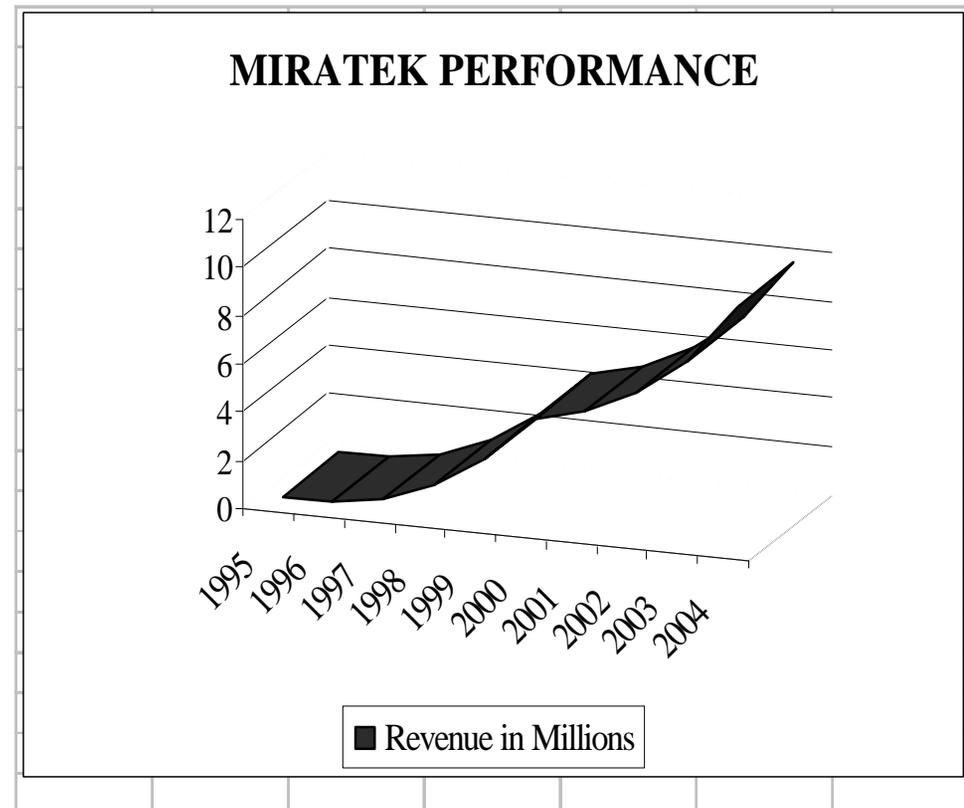
Falls Church, VA

- Employees: 8,800
- 2004 Revenues: \$2.2 Billion
- Leader in technology solutions drawing on capabilities in signals, imaging and geospatial intelligence, air and space-borne command and control, ground engineering support, and weather and environmental data management



MIRATEK Corporation

- ✍ **Hispanic owned 100% small business**
- ✍ **Headquartered in El Paso**
- ✍ **Founded in 1994**
- ✍ **Significant & progressive growth**
- ✍ **Successfully diversified**
- ✍ **SDB Firm**
- ✍ **Postured for further growth diversification**
- ✍ **Award winning firm with outstanding past performance track record**



MIRATEK Corporation

- MIRATEK is currently performing on over 50 contracts with over \$25M in contract backlog.
- Strategically positioned to provide pro-active technical services to a diverse customer base
 - Federal/Government Agency Clients
 - Department of Energy/NNSA
 - Department of Homeland Security
 - Fort Belvoir
 - Fort Bliss
 - White Sands Missile Range
 - Federal Highway Administration
 - Environmental Protection Agency
 - Air Intelligence Agency
 - US Army Space Command
 - Madigan Army Medical Center



DoD Mentor-Protégé Program - Background

- The Mentor-Protégé Program was established by Congress in 1991
 - Provide incentives for DoD contractors to assist Small Disadvantaged Businesses (SDBs) in enhancing their capabilities to satisfy DoD and other contract/subcontract requirements
 - Increase the overall participation of SDBs as subcontractors and suppliers on DoD, other federal agency, and commercial contracts
 - Foster the establishment of long-term business relationships between SDBs and large prime contractors

Win-Win-Win Relationship

- **Protégé Firm**
 - Assistance
 - Enhanced Capabilities
 - Access to Mentor firm resources/capabilities
 - Award of subcontracts by Mentor firm
- **Mentor Firm**
 - Reimbursement of developmental assistance costs
 - Credit towards SDB subcontracting goals
 - Award of subcontracts by Protégé firm
- **Customer**
 - More technically enhanced SDBs
 - Meet contracting and subcontracting goals

Raytheon Mentor-Protégé History

Raytheon Intelligence and Information Systems

- 1996 – 1997 (DoD - Credit only) Protégé: Strategic Resources, Inc.
- 1998 – 2001 (DoD - Air Force) Protégé: RS Information Systems
DoD Nunn-Perry Award
- 2002 – Present (DoD - NGA) Protégé: MIRATEK Corp.
DoD Nunn-Perry Award
- 2002 – 2004 (DoD - Credit only) Protégé: GeoLogics Corp.
- 2004 – Present (NASA) Protégé: SGT, Inc.

Raytheon and its Legacy Companies

- 28 Mentor-Protégé Agreements
- 12 DoD Nunn-Perry Awards

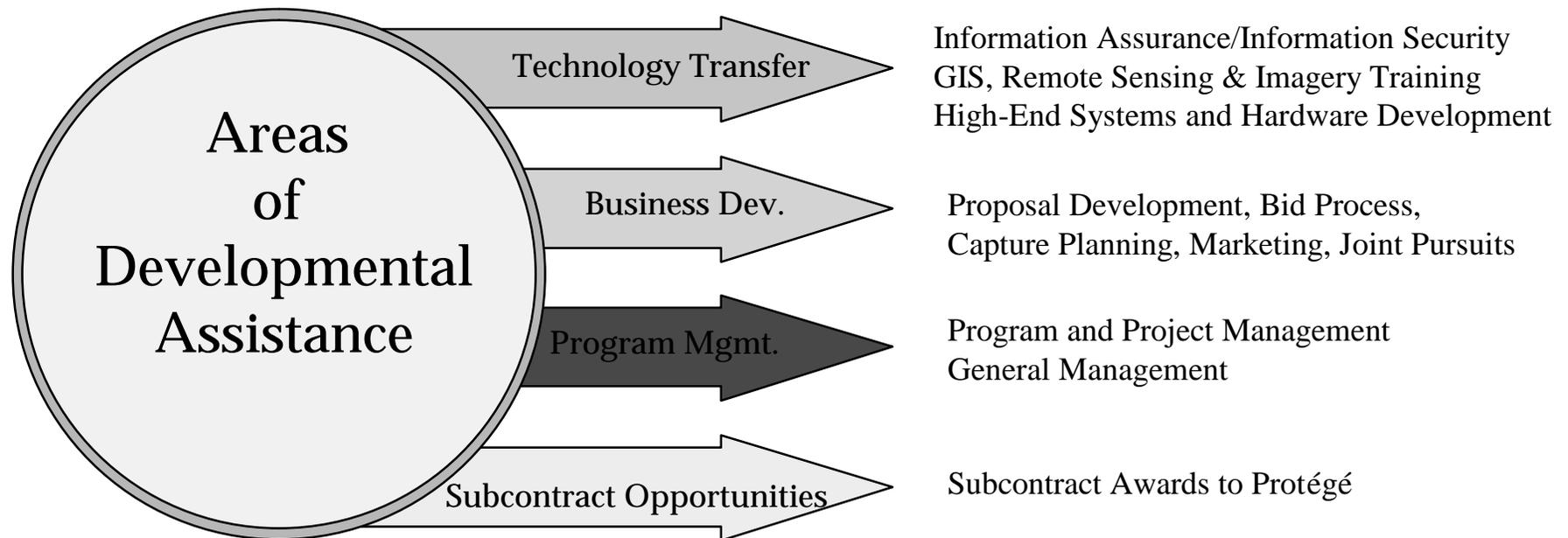


Team Members

- Raytheon (Mentor)
- MIRATEK (Protégé)
- University of Texas at El Paso (Minority Institution)
- National Geospatial-Intelligence Agency (Sponsor)



MIRATEK Developmental Assistance Plan



MIRATEK Enhancements

- Information Technology
 - Information Security Training, Basics & Fundamentals, Intrusion Detection, Forensics, Disaster Recovery Plan, and COMSEC related activities
 - High End/High Performance Systems, Systems Integration, and Server Consolidation
- GIS/Remote Sensing
 - Software Training (Geographic Information Systems, Remote Sensing, Oracle, JAVA) and deployment of the latest GIS/Image Exploitation Software
 - Data model to form MIRATEK's enterprise GIS
- General Business Management
 - Raytheon Six Sigma Training, Program and Project Management
 - DCAA and DCMA audit guidance
 - Development of a 5-Year Strategic Plan
- Business Development and Networking Opportunities



MIRATEK Enhancements

- MIRATEK growth since start of agreement
 - Employees: From 35 to 85
 - Gross Revenues: From \$4.6M to \$11.8M
 - Subcontracts Awarded by Raytheon: \$1.4M
 - Contracts Awarded by DoD agencies: \$3.5M to \$25.6M



DoD Nunn-Perry Award - 2004



The DoD Nunn-Perry award recognizes teams that excelled in Technology Development, Cost Efficiencies, & Increased Business Opportunities for SDB's

Summary

- Keys to a successful Mentor-Protégé Program
 - Synergy
 - Commitment
 - Communication
 - Trusted Relationship
- The DoD Mentor-Protégé Program is very important to the development of SDBs. The program's objective to increase DoD and other federal agency contracting and subcontracting awards to SDBs is being accomplished.

*Together, we are fostering long-term business relationships and enhancing capabilities:
A Win-Win-Win for Protégé, Mentor, and Customer*



Attachment 4

July 12, 2005

PUBLIC COMMENTS BEFORE THE SERVICES ACQUISITION ADVISORY PANEL

Barbara S. Kinosky, Esq.
Centre Consulting, Inc.

Madam Chair and distinguished members of the Services Acquisition
Advisory Panel:

I am grateful to be here today so I provide some thoughts and insights that I have on this most topical issue. The comments I am about to make reflect my twenty plus years of government contracting experience. I have worked for a contractor doing onsite work at the Department of the Navy. I was fortunate to go to law school, practice law and then form Centre Law, Centre Consulting and the Federal Contracting Institute. In our Federal Contracting Institute we have trained hundreds of government and civilian employees in all aspects of federal government contracting including performance based acquisitions. So I have seen and heard first hand the problems and issues facing acquisition professionals in implementing performance based contracting.

Performance based contracting is not broken. It is becoming more and more wide spread and as such the number of people that

understand how to properly implement it has not kept pace with the growth of this method of contracting. While it is not a new concept it is one that is still maturing. The most important aspect remains the training of the personnel who are responsible for implementing it. But this is nothing new to contracting. In the 1980's when the Federal Acquisition Regulations were first being developed, one of the core reforms sought then was the training of the professional work force. As contracting has become more sophisticated since that time, the training requirements have commensurately increased but the training provided by the government to its contracting professionals has not kept pace with the need. This has been something that I have heard time and time again as I have met with many contracting officials throughout the federal government.

In my capacity as an attorney, I am frequently involved in negotiations with contracting officers, some of whom are skilled professionals in the field but others of whom are sadly lacking in even the basics of contracting. When individuals without the proper training and experience attempt to implement a performance based contract the results are understandably and expectedly poor. The issue here is not that performance based contracting doesn't work or is flawed as a concept but rather there is trouble consistently implementing it by an inconsistently trained contracting workforce.

I have four observations:

One, not every contract is suitable for performance based contracting. In some cases you have an \$80,000 a year GS

employee monitoring the performance of a \$20,000 a year receptionist. Is this wise use of an already overburdened contracting official?

My second observation relates to the lack of training and my earlier comments. I suggest establishing an interagency resource center on performance based contracting. The Alternative Dispute Resolution working group has done an excellent job of showing how agencies can jointly contribute to a common goal in the area of ADR by linking websites and sharing materials. Take this type of approach and utilize it the performance-based arena. Establish an interagency work group with the goal of designing a central portal to share information and perhaps offer online training with a professional services help desk to assist with drafting work statements.

The third observation I have is that when acquisition professionals are working from limited templates and using only financial penalties and disincentives to enforce the quality assurance surveillance plan then that risk will be priced by the contractor and included in the contract price. An adequate library and resource centre will enable the acquisition team to think in terms of alternative approaches such as the exercise of the option year as an incentive rather than just disincentives. This approach will ultimately save the government money because it reduces the risk to the contractor.

Fourth and finally, the government needs to learn not to create overly burdensome surveillance plans that will ultimately create a

bureaucracy of contractors monitoring contractors for compliance.
Only evaluate what is necessary to accurately measure success.

Thank you for allowing me to share my thoughts with you today.

UNITED STATES
DEPARTMENT OF
THE TREASURY



Treasury Franchise Fund

Acquisition Advisory Panel
Briefing

July 12, 2005

Attachment 5

FRANCHISE HERITAGE

- ? Conceptualization: The Reinventing Gov't Effort
 - ✍ Problem: Administrative Monopolies
 - ✍ Solution: Competition & Business-like Operation
- ? Authorization: 1994 GMRA
- ? Designation: 1996 OMB designated Treasury
- ? Establishment: 1997 Treasury Began Operations
- ? Permanency: 2004 Treasury becomes Permanent

INTENT & CONCEPT

- ? Intent: 10 years removed, the principle behind the Treasury Franchise Fund remains consistent with its original intent found in the GMRA:

Provide common administrative services to agencies if the agencies determine the services are of greater value (cost – delivery – results) than other means.

- ? Concept: A shift of paradigm from bureaucratic operations to entrepreneurial business methods with reliance on market competition

GOALS & VALUE PROPOSITION

? Primary Goals:

- ✍ Promoting efficiencies in the delivery of admin. products and services
- ✍ Eliminating duplicative administrative backroom systems and functions.

? Value Proposition:

- | | |
|----------------------|-----------------------------------|
| ✍ New innovation | ✍ Market Environment |
| ✍ Less Red Tape | ✍ Less Redundancy |
| ✍ Strategic Sourcing | ✍ Trained / Experienced Workforce |

KEY OPERATING PRINCIPLES

- ? Competition: The Fund provides services on a fully competitive basis. The businesses are not “sheltered”.
- ? Voluntary Exit: Customers are able to “exit” and go elsewhere for services after appropriate notification and are permitted to choose other providers.
- ? Full Cost Recovery: The operation is self-sustaining and recovers “full costs” as defined by FASAB.
- ? Dynamic Adjustments:- There is an ability to adjust capacity and resources up or down as business rises or falls

TREASURY FRANCHISE ORGANIZATION

? Our Employees: Over 600 employees nation-wide

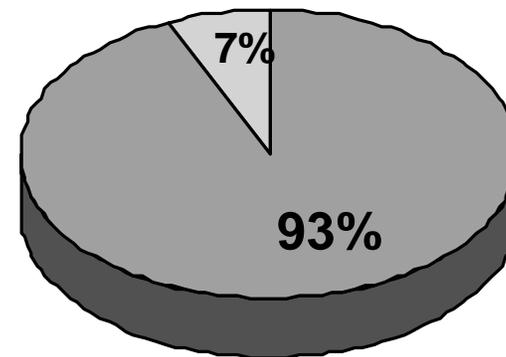
? Our Financing:

- ✍ Revolving Fund
- ✍ No Appropriations
- ✍ Reimbursable – Bill to collect

- ✍ Reasonable Operating Reserve
- ✍ Standard Private Sector Financials

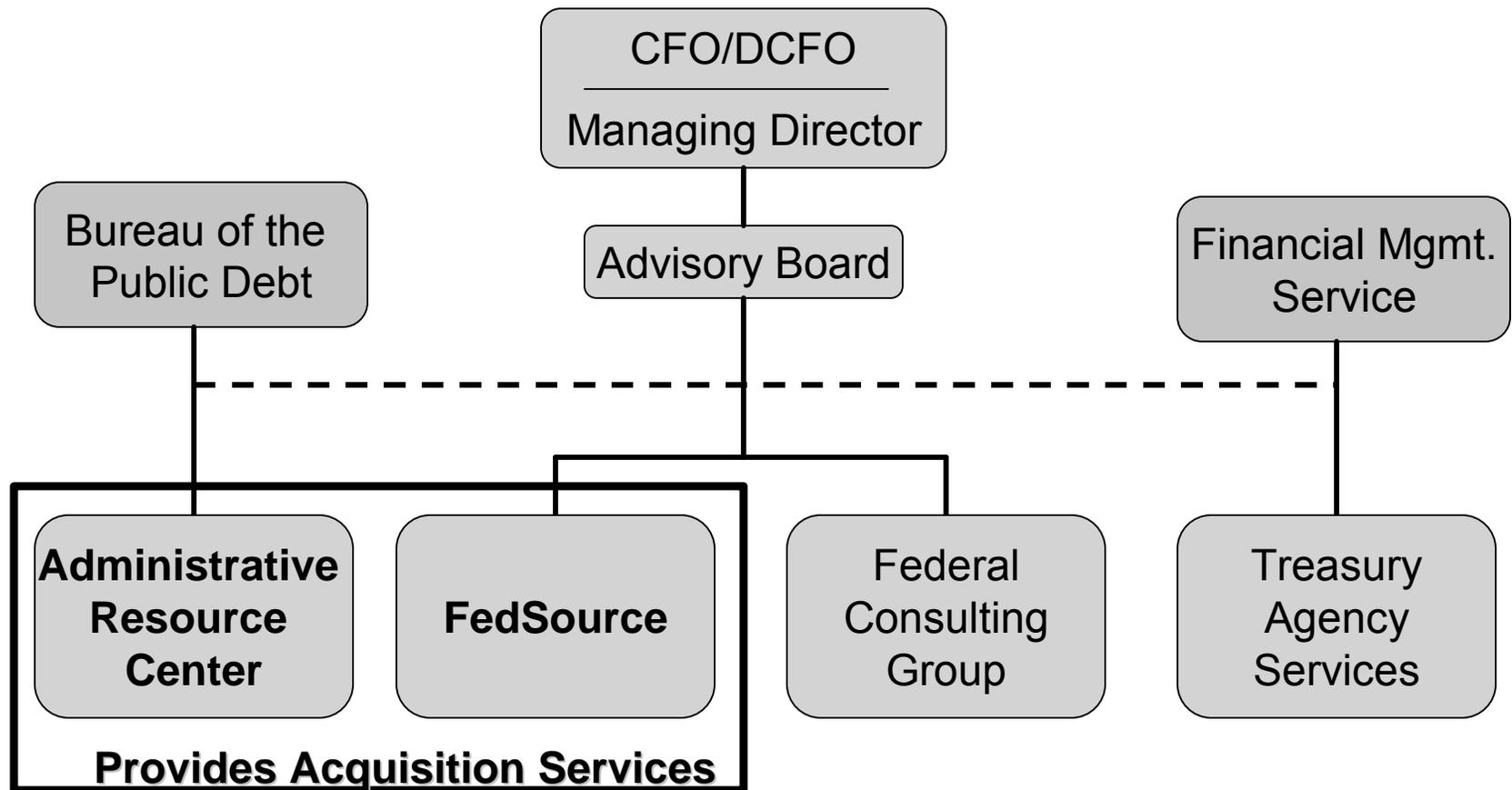
? Our Customers:

- ✍ Primarily External to Treasury



■ **Non-Treasury** ■ **Treasury**

TREASURY FRANCHISE ORGANIZATION



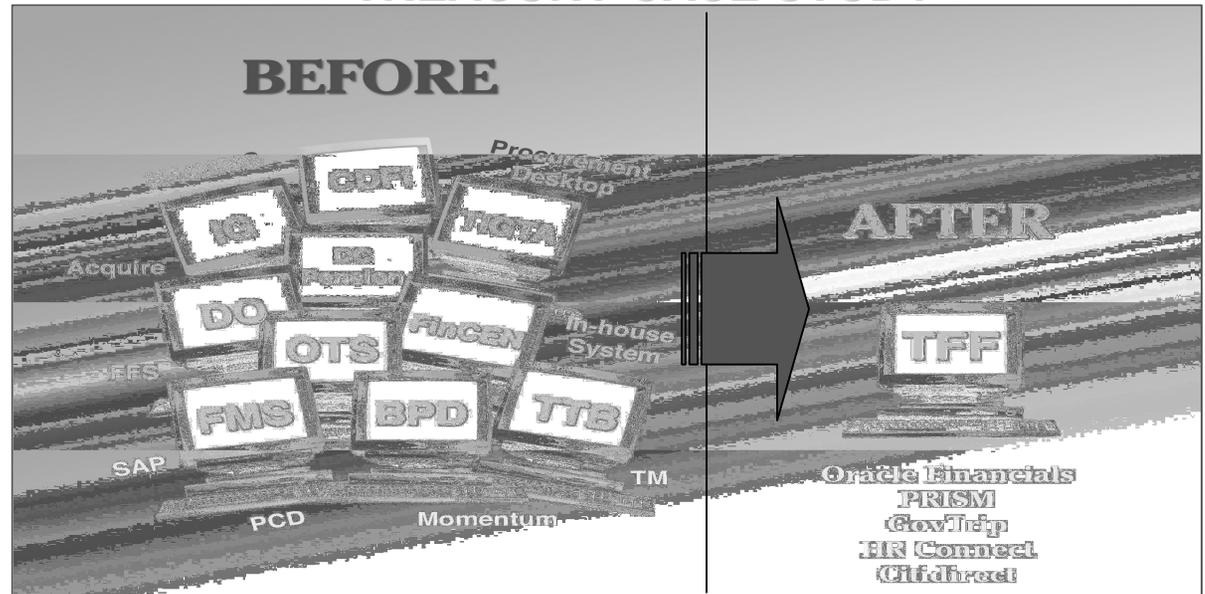


ADMINISTRATIVE RESOURCE CENTER

- ? 4 Service Lines: Acct, Travel, HR, and Proc
- ? OMB Approved Center of Excellence for Financial Mgt

- ? Eliminate Redundant Systems

TREASURY CASE STUDY





PROCUREMENT SERVICES

? Full Service

- ✍ Simplified Acquisition, Large Contracts,
Purchase Card Program

? System Platform (PRISM)

? Real-time Interface with Oracle Financials

? 54 FTEs servicing 24 Customers

? FY 04 Obligations - \$580 Million

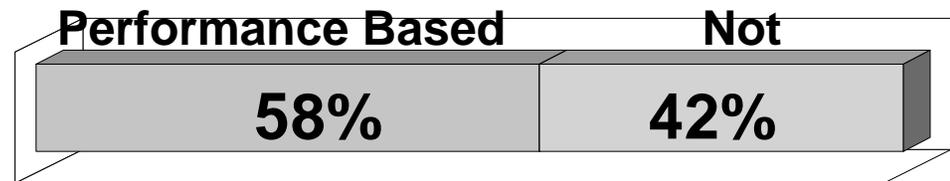


PERFORMANCE STATISTICS

**Large Solicitation/
Contracts**

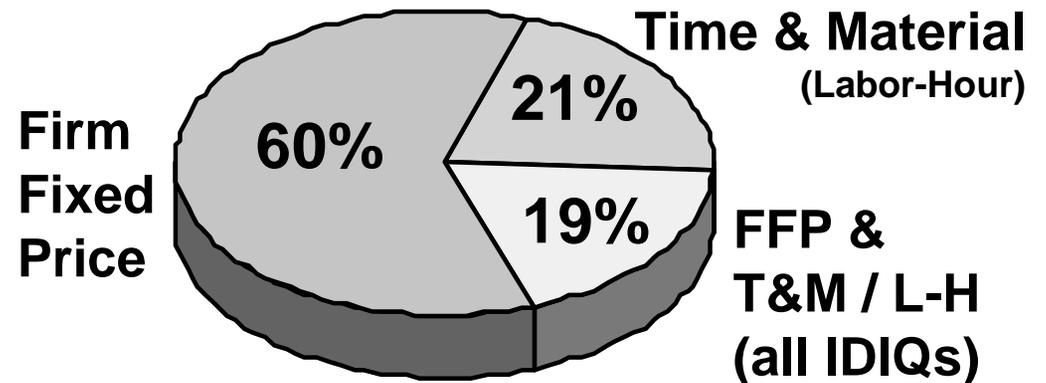


**Performance Based
Solicitations/ Contracts:
(Large Non-Personal Services
Contracts)**



**Large Solicitations/
Contract Types**

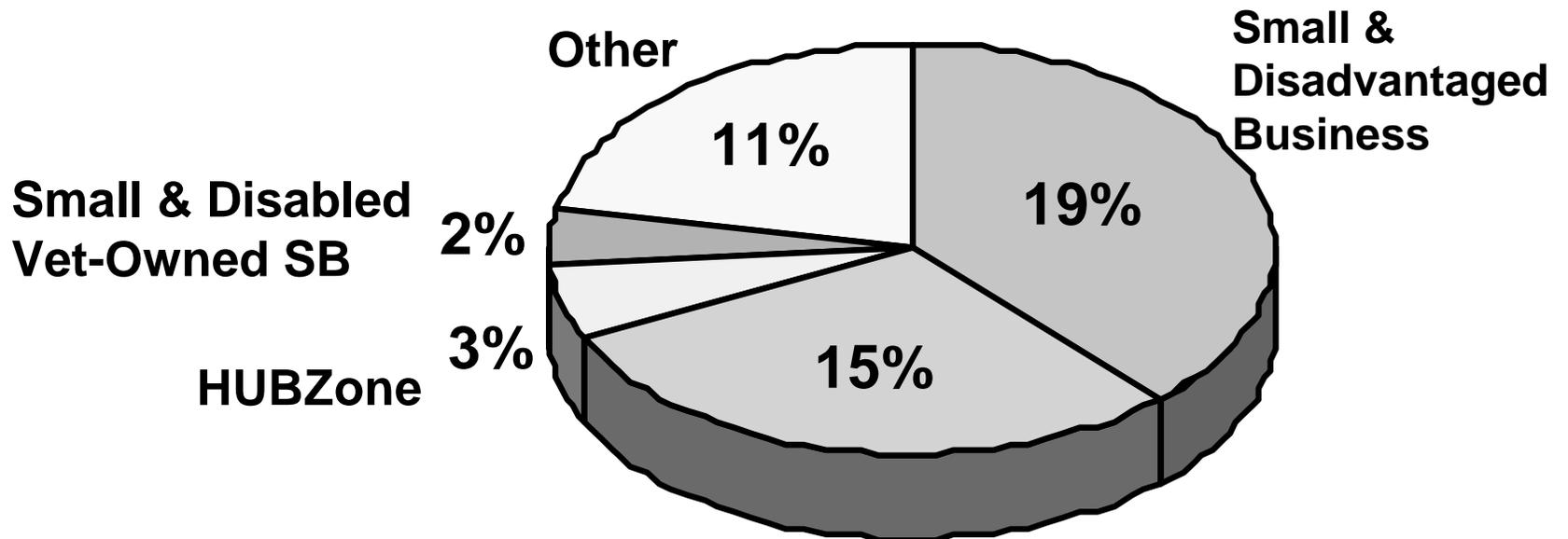
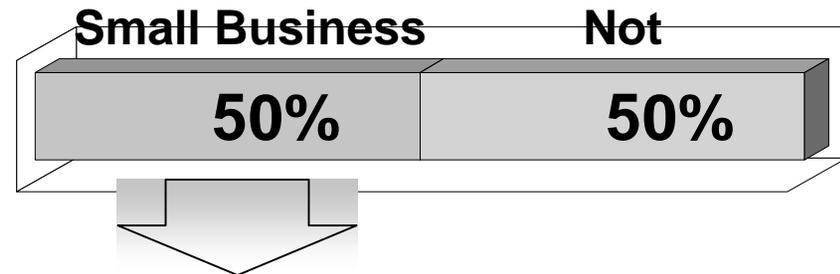
Cost 0%





PERFORMANCE STATISTICS

Small Business Achievements



8(a)



Are **WHO WE ARE**

? **FedSource: A Department of the Treasury Franchise Fund Business**

- Administrative services commercial in nature
- Business is federal to federal
- Our creed “...**Work Federal, Think Private..**”

? **Our Purpose**

- Provide an alternative source for the effective delivery of selected administrative services
- Leverage the buying power of customers
- Provide services on a fully competed basis
- Provide surge capabilities to meet customer’s needs



STATS & SERVICES

? FedSource Statistics

- FY-04 Obligations: \$510,000,000
- 77 Full-Time Equivalents supporting over 2,500 customers
- FY-04 Operating Percentage: 2.7%
- FedSource Business Management System interfaces with Oracle
- FPDS-NG interface scheduled for Sept. 2005

? FedSource Service Lines

- Project Support
- Document Automation
- Audit Recovery
- Project Management
- Security & Safety
- Construction



VALUES

Our Core Values

- Business conducted with integrity, honesty, and a high standard of ethics
- Compliance with all laws and regulations
- Innovative service delivery
- Sharp customer focus
- Private industry like; efficient, flexible, and responsive

"Proper ethical behavior exists on a plane above the law. The law merely specifies the lowest common denominator of acceptable behavior."
-Gene Laczniak, "Business Ethics: A Manager's Primer," 1983



THE FEDSOURCE ADVANTAGE

FedSource is an “interagency contracting organization”.

- FedSource utilizes the “Full Service Acquisition Model.” In other words, we do not simply allow an agency to access our contracts, we provide “cradle to grave” services to our customers.

The U.S. Department of Census Customer Care Survey provides detailed information about our Customer’s evaluation of FedSource.

- FedSource provides value-added services that are beyond those available from other government service providers. FedSource Staff play a key role in alleviating many of the burdens that are required of the customer in the procurement process.

- FedSource provides its services to over 150 Treasury customers and over 2400 government wide customers with gross revenue of \$580 million



THE FEDSOURCE ADVANTAGE

Dedicated, Full-Service Acquisition Teams

- Responsive to customer's needs
- Offices located nationwide
- Just-in-time contracts
- Efficient, timely, and customer focused services

Cost Effectiveness

- Economies of Scale
- Reduction of contract admin. costs
- Automated invoice processing





THE FEDSOURCE ADVANTAGE

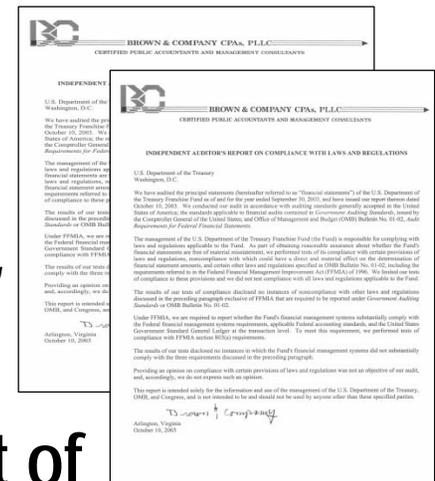
External Audit Controls

- Annual independent audit of financial statements have resulted in unqualified opinions
- Audit reports focus on three key areas: financial statements, internal controls over financial reporting, and compliance with laws and regulations

Supports and Promotes the Achievement of Federal Business Goals and Strategies

- Comprehensive FAR compliant contract vehicles for diverse service & product lines including multiple and 8A sole source awards

*Our services allow customer organizations
to focus on their mission!*





THE FEDSOURCE ADVANTAGE

Strong Commitment to Small Business Goals

- Numerous small business, 8A, HUB Zone, ANC, Veterans, and Women & Minority Owned contracts awarded
- Teaming encouraged between large and small businesses

Fosters Cooperation and Trust with the Business Community

- Contracts sustain approximately 150 small businesses nationwide
- Potential volume of \$1.5 billion will be returned to small communities through small businesses over the next 3-5 years

Supporting the Local Communities

- Provides over 10,000 contract jobs with many in economically challenged areas
- Providing meaningful careers for individuals with severe disabilities through NISH contracts





THE FEDSOURCE ADVANTAGE

Meeting Fiduciary Responsibilities through Sound Financial Management

- Strict adherence to appropriation laws and regulations
- Prompt Payment Act Compliance

FedSource Business Management System (FBMS)

- Our FBMS provides information upon which intelligent business decisions can be made and actions taken.
- Our system was designed to provide the following:
 - Monitoring of all customer funds obligated and billed;
 - Safeguards against waste, loss or improper use of assets;
 - Information on the financial status of contracts and task orders; and
 - Relevant and consistent data for internal and external reporting requirements





FEDSOURCE BUSINESS MANAGEMENT SYSTEM

FBMS is a modular based software system that allows FedSource to utilize current technology to manage its daily operations

- Customer Data
- Finance
- Orders
- Contractors
- Reports
- System Information
- Statistical Analysis

Customers | Finance | **Orders** | Contractors | Reports | System Info

Quotes | Task Orders | Projects

Task Order: LOS006401 | Customer Code: LOS0104 | Select Task Order: LOS006401 - LOS0104

General Info | Award Notices | Admin Placements | **Task Order Funding** | Invoices | Statements | User Notes | System Notes

Awarded Task Order : LOS006401

Funds Overview :
 Total Required Funds : \$41,977.60 | Funds Needed : \$0.00

Task Order Funding Info :

Task Order Award Funding				
Line	Fund Doc Line #	Priority	Allocated Amount	
04	FD-007471-LOS-01	4	\$60,093.28	
05	FD-007467-LOS-01	5	\$10.00	
Totals:				

Authorized Bill Codes

Bill Types	
Line	Bill Type

FundDocLine	PMID	CustDocNum	FundCite	Available	Oblig. End	Funding Start
FD-007471-LOS-01	IPAC	MIPR3BUST50005	2132020000076203113105611S66254031EV11MIPR3BUS T50005EV1131S30356	\$71,093.14	09/30/2004	09/29/2003
FD-008312-LOS-01	IPAC	MIPR3LUST50077	2132020000076203113105611S66254031EV11MIPR3LUS T50077EV1131030356	\$176,034.61	09/30/2003	09/17/2003
FD-008756-LOS-01	IPAC	MIPR4ADOT50026	2142020000002AB3AE131079N1S53254031M742MIPR4A DOT50026M74231030356	\$831.29	09/30/2004	11/19/2003

FundDoc Line (LOS0104) | Add Funding

UNITED STATES
DEPARTMENT OF
THE TREASURY



End of Treasury Franchise Fund Presentation

Acquisition Advisory Panel Briefing

July 12, 2005